

March

1912

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THE NATIONAL

WOOL GROWER

PUBLISHED BY THE

NATIONAL



THIS number is devoted
largely to preparation
of the fleece for market.

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year to put up an honest
package and build a name
and reputation for our in-
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BOYNTON WOOL SCOURING CO.

3601 Iron Street, Chicago

The National Wool Grower

VOL. II.

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NUMBER 3

THE FALSE PACKING OF WOOL

BY SAMUEL S. DALE
OF BOSTON, MASS.

A DETERMINED effort is being made by the wool trade to bring about an improvement in the packing of domestic wool by the growers. The abuses consist in the use of sisal twine and in packing inferior wool and rubbish in the fleeces. A sample of sisal twine taken from a fleece of Ohio wool is shown at Figure 1. It is impossible for one who has not had practical experience in manufacturing worsted goods to realize the heavy losses to manufacturers resulting from the use of sisal twine for tying up fleeces. The sisal fibers get mixed with the wool and pass through the various processes of manufacturing, appearing finally in the cloth, as shown in Figure 2, which are two of the twelve sisal fiber specks found in one yard of cloth made from Ohio and Pennsylvania wool.

Just think of what an average of twelve of these sisal fibers to a yard of cloth means to the manufacturer. If he is making 1,000 yards a day, which is not a large production, he has 12,000 of these sisal fibers to remove from the cloth every day. The extent of this sisal nuisance is also illustrated at Figure 4, which shows a bunch of sisal fibers picked from the cloth in one day in one of our worsted mills. These fibers twisted and imbedded in the cloth must be picked out before the goods can be sold. Under the most favorable conditions the work of removing them is slow and expensive, requiring skilled operatives. The cost of the labor is, however, not the only expense. Frequently it is found impossible to remove the sisal without leaving an imperfection for which the manufacturer must make an allowance

of one-eighth yard to the buyer. In some cases these imperfections are so numerous that the whole piece of cloth must be classed as a "second" and sold at a heavy discount.



FIG. 4. Sisal Fibers Picked from One Day's Product of a Worsted Mill. There Are About 11,000 Fibers in This Bunch.

Farmers use sisal twine because it is cheap. For the sake of an apparent saving of a few dollars they put up their wool in such a form as to cause a loss of thousands of dollars to the manufacturer. As a

matter of fact, however, much of this heavy loss is finally paid by the wool growers themselves through the reduction in the market price of wool tied with sisal twine.

Many exasperating conditions are encountered in the woolen and worsted business, but few if any are more exasperating than to find the finished product seriously damaged as a result of the inexcusable carelessness of farmers in using sisal twine for tying up the fleeces. So serious has the trouble become that wool dealers and manufacturers have united in order to force the growers to stop the practice. As a result the following circular has been signed by the leading firms in the wool trade and distributed widely throughout the wool growing sections of the country:

For many years past the wool merchants of the United States have made ineffectual efforts to induce the wool growers to improve their methods in preparing wool for market. One of the principal abuses is the tying up of fleeces with sisal twine, or so-called binder twine. The loose fiber from the twine clings to the wool through all the processes of manufacture, and causes imperfect goods, with consequent loss.

We believe if this serious matter is called to the attention of growers they will co-operate with the dealers and discontinue the practice of tying their

wool with such twine as described, thereby putting American wools in closer competition with those of foreign countries.

We, the undersigned, hereby agree to at once notify all our correspondents and buyers in the fleece wool section

that we shall not accept wool tied with sisal twine nor wool that is tied with an undue amount of string, as merchantable.

False Packing.

Other abuses such as the use of an excessive quantity of twine and the packing of rubbish in the fleeces are simply stealing. Figure 5 is a photograph of 121 feet of twine recently taken from one fleece of Ohio wool by Luce & Manning, wool dealers at Boston. About twenty feet of twine to the fleece is a fair allowance for domestic wool. As the twine costs the wool grower only 5 cents a pound, while the wool in this case was sold for 30 cents, the addition of 101 feet, weighing about one-half pound, in excess of a fair allowance, was a fraud that should be punishable by law. This, to be sure, is an extreme case, but it illustrates a practice that is growing and will continue to grow unless drastic measures are adopted for its suppression. Another form of this fraud is the use of very heavy twine such as is shown at Figure 6, which measured ninety-nine feet to the pound, as compared with 242 feet per pound of the twine shown at Figure 5, and 1,653 feet per pound of the twine used on Australian wool.

Better Methods in Australia.

They manage such things better in Australia and New Zealand. In these great wool-growing countries the packing and sale of wool are carefully regulated by laws that are enforced. As a result Australian and New Zealand fleeces are fastened with a very small quantity of very good twine. We recently searched through a large lot of Australian wool for some of the twine that we might compare it with that used on wool in the United States. We could not find any, and finally obtained the sample shown at Fig. 7, which had been taken from some Australian fleeces a short time before. It is made of a fine linen fiber, is smooth and twisted hard, so that no fibers from it can get into the wool.

Twenty-two Sheep Tails in One Ohio Fleece.

Then there is the rubbish mixed with the wool. It is a common practice for growers to put inferior wool into the bags, selling the whole lot as high grade. When the wool is graded by the buyer the "rejections" form a large proportion of the lot. The day before our call on Luce & Manning, Boston, they had found twenty-two sheep tails in one fleece in a lot of three-eighths blood wool grown along the boundary line between Ohio and Pennsylvania. One of these twenty-two tails is seen at Figure 8.

Other Objects of Interest.

As we watched the men examining this lot of wool, one of them drew a lady's garter from the fleece he was handling. We had to rely on our imagination as to the circumstances under which this useful

article of apparel had found a resting place in a fleece of Ohio wool. Sticks, stones, dirt and all sorts of rubbish are found in American wool. An employe of the Boston firm, above mentioned, stated that in one fleece he had found a boulder weighing seven pounds, which the wool grower had sold at the price of wool.

Dishonest?

Of course.

Nothing more dishonest has been dis-

branch of legitimate business. Carelessness, greed and an easy conscience make legal regulation as necessary for the growers of wool as for the railroads that transport the wool or the manufacturers who convert it into cloth. Nor does the average of integrity vary much between different countries. Australian and New Zealand wool is packed more honestly than American wool because in this particular case the statutes and their administration are



FIG. 5. Twine Measuring 121 Feet and Weighing One-half Pound Taken from One Fleece of Ohio Wool.

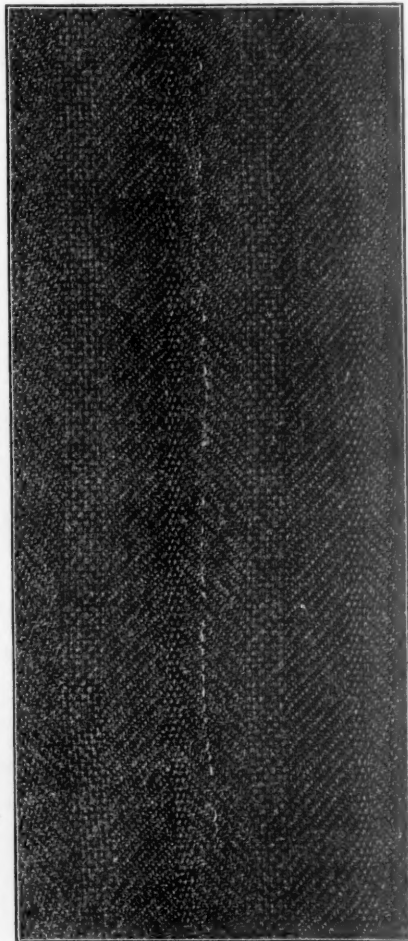


FIG. 2. A Sisal Fiber in the Warp of Worsted Cloth.

better in Australia and New Zealand than in the United States.

How to Reform.

No reform of existing abuses whether in the packing of wool, railroading or manufacturing can be brought about unless the malefactors are forced to reform. This force may be temporarily applied by individuals in times of business depression as the wool trade is applying it now by a refusal to buy wool that is falsely packed. When business revives, however, the dishonest wool grow-

closed by the investigations of the insurance companies and other large corporations during the past few years.

No Class Distinction.

These practices by wool growers show plainly that financial and commercial crookedness is not confined to the possessors of great wealth. The average of integrity will be found much the same in every

ers will again have the whip hand, and what was gained may be quickly lost.

In order to effect a permanent reform the widest publicity should be given to the abuses, their dishonest character exposed, and a public sentiment awakened that will not only place corrective laws on the statute book but compel their enforcement. In accomplishing this result we believe none will be more ready to co-operate than the great majority of the wool growers themselves, who are as desirous as any class of producers of ridding their trade of the black sheep and stamping out dishonest practices, not only because they are dishonest, but because honest methods pay best in the end.—Reprinted from the Textile World Record, Boston, June, 1908.

TRI-STATE WOOL GROWERS MEET.

At the annual convention of the Tri-State Sheep Breeders and Wool Growers Association at Wheeling, W. Va., S. C. Gist, Wellsburgh, W. Va., was elected President.

Magnus Brown, President of the Minnesota Wool Growers Association, said a reduction of the tariff would practically kill the wool growing industry in this country. He said that if the tariff were lowered to any extent Australia would export to this country practically all the wool used. Growers, he said, were in favor of revising Schedule K so that the duty on wool would be specific instead of ad valorem.

The following resolution was passed by the Convention:

The depressed condition of the wool growing industry in this country, which has obtained during the past two years, due to the continuous agitation of the wool tariff question, has now brought this great industry to the very brink of disaster; and, unless an intelligent settlement of this question can early be accomplished, wool growing within our borders will be permanently destroyed.

The American wool grower demands an honest tariff upon wool, sufficient in the grease, to permit this great industry to be maintained in this country upon a living basis. Any tariff representing less than the difference in the cost of producing wool here and abroad, must in the very nature of things, destroy the sheep industry of our nation.

We, therefore, demand that in the forthcoming revision of the wool tariff, that the American wool grower be given sufficient protection to equalize this difference in the cost of production. A tariff levied upon the grease basis is not only unscientific but unfair, and can never bring quality to either wool growing or wool manufacturing. A tariff levied upon the ad valorem basis is equally unscientific, and unfair, and in addition opens every avenue to fraud through under-valuation of imports. It is, therefore, untenable, as either a protective or revenue measure.

The only fair, honest and scientific tariff that can be levied upon wool is, therefore, a tariff levied upon the scoured contents of imported wool.

From time immemorial the wools of the world have been bought and sold upon the scoured basis, and if wool growers and manufacturers for all these years have been working upon this basis, it is only equitable and fair that the Government duties should be collected upon the same basis. A thorough investigation of the question indicates that the collection of duties upon the scoured basis offers no objectionable administrative features, and would result in increased revenue to our Government, fairness to all forms of manufacturing, and fair protection to the American wool grower.

We, therefore, the Tri-State Wool Growers Association, in convention assembled, most earnestly urge upon the Congressmen and Senators representing this State in the halls of Congress, to ask for and secure the passage of a bill revising Schedule K of the Tariff Laws, and placing the wool duties upon the scoured basis, sufficient in degree to equal the difference in the cost of production at home and abroad, as shown by the report of the Tariff Board.

A WORKING PRESIDENT.

It is not often that the President of a sheepbreeders' or woolgrowers' association strips himself of his Presidential garb and gives considerable of his time to lecturing and canvassing for members for his association. This is exactly what President Gooding of the National Wool Growers Association is doing. And for what? For money? For glory? Not a bit of it! He's simply spending a lot of his own valuable time and drawing heavily on his own private purse trying to awaken enough interest among sheepmen to work out their own salvation. President Gooding has large business interests which demand much of his attention, and in State and municipal affairs his services are in almost constant demand. Yet he finds time amid all the demands made upon him to address sheepbreeders' meetings in different sections of the country. But for the single fact alone that busy a man as President Gooding is his sacrificing so much of his valuable time in trying to promote an association that will protect the sheep industry as it should be protected, should be incentive enough for every sheepbreeder to join the association that is doing so much towards protecting the interest of our sheep industry during the crisis which we are passing through. There is not a sheepman in the United States who is too poor to join the National Wool Growers Association. If there is let him send us his name and we will gladly pay his dues for

the coming year. We can hardly number among our friends the party who would not be willing to join an association which is protecting his interest at Washington, as the National is protecting it at the present time, because he is too penurious to do so. Every sheepman should help and not let the few help the many. There is no way sheepmen can help each other to better advantage than by giving the National Wool Growers Association their support. If even a few of us were as unselfish and enthusiastic over sheep and wool growers interests as President Gooding is, the National Wool Growers Association would within a year have the wherewith morally and financially to fight for their rights as they should be fought for under any and all conditions.—The Shepherd's Journal.

COST OF LIVING IN ITALY.

(From Consul Frank Deedmeyer, Leghorn)

The cost of living has increased very rapidly at Leghorn during the last two years, especially as regards food products. Wages of factory employes and of common laborers, including domestic servants, are to-day 75 per cent higher than in the Spring of 1909.

The following list gives the prices of the ordinary items which enter into the cost of living:

Articles	1909	1911
Wine, quart...	\$0.055-0.092	\$0.118-0.137
Bread, pound...	.026-.035	.035-.053
Meats, pound...	.088-.210	.184-.315
Coffee, pound...	.263-.332	.438-.480
Butter, pound...	.219-.263	.307-.350
Olive oil, qt...	.912-1.824	1.461-1.828
Fish, pound...	.078-.175	.157-.263
Salt, pound...	.053	.053
Sugar, pound...	.131	.144
Potatoes, pound	.014	.018

Men's clothing sold in 1909 for \$11.58 to \$16.40 per suit, and in 1911 for \$13.50 to \$17.37. In 1909 a five-room apartment rented for \$4.82 to \$6.75 per month, and in 1911 for \$6.75 to \$9.65. Apartments of ten to twelve rooms rented for \$9.65 to \$15.44 per month in 1909 and \$13.50 to \$19.30 in 1911. Domestic servants received \$2.32 to \$2.86 per month in 1909, and \$4.83 to \$6.75 in 1911.—Daily Consular and Trade Reports.

EASTERN WASHINGTON WOOL GROWERS ORGANIZE.

The Wenaha Wool Growers Association has been organized in Eastern Washington, with R. A. Jackson of Dayton as President, and an Advisory Board comprising A. Hale of Walla Walla County; B. L. Dickinson of Columbia; J. O. Long of Garfield and R. A. Campbell of Asotin. The purpose of the new association is to secure closer co-operation between National Forest officials and the sheepmen using range in the Wenaha National Forest. The association has a membership of twenty-two.

Address by Jacob F. Brown *The Marketing of Wool Before Omaha Convention*

BOSTON, as you well know, has been a wool center from the time wool was first raised in the United States. Its importance as a wool market has grown with the wool industry. It is to-day, and has been for many years, the important market of America. Its rivals for first place in the markets of the world are London, Buenos Ayres and Sydney. While it is true that more wool is sold each year in London than in Boston, still it is also true that buyers can examine intelligently and purchase more wool in a day—one week or two weeks—in Boston than in London or any other market in the world.

In times prior to the present depression, upwards of fifteen million pounds have been sold in a day and rising thirty million in a week. The sales of wool in Boston in the year 1909 were over three hundred million pounds. The actual receipts of foreign and domestic were over three hundred and ninety-eight million pounds. This was considerably more than the entire domestic clip without making any allowance for the greater yield of clean wool from foreign wool as against domestic.

The Boston wool market has been steadily built up year after year by the courage, energy and integrity of the Boston wool merchants. Boston is, of course, admirably located for the proper conduct of the wool business, but location, while it has been a large factor, has not been by any means the only factor. The business requires capital and extensive credit, for wool moves from the West on a cash basis, principally during a period of three months, it has to be financed until sold and then a sixty day credit usually is given to the buyer. In periods of tight money or activity, liberal accommodation is given to the customers. The extensive credit necessary for this is available from financial sources because of the well founded belief in the integrity and in the ability of the Boston wool merchants.

While it is true that in certain years on rising wool markets they have made good sized profits, still it is also true that on falling markets they have lost good money. Take the business for ten, twenty, thirty, forty or fifty years, it is my opinion that one-quarter cent per pound net profit on the domestic wool handled is as much as the Boston wool trade can show on the

domestic business done. It is impossible to dispute successfully the fact that wool merchandising is one of the least profitable of all business you can bring to mind. This business, like that of wool growing and wool manufacturing, is not attractive to new capital. As a result of a business experience of over thirty-two years I can truthfully declare that in my opinion there has much less money been made, all the way from raising the wool to the selling of the manufactured goods from the mills

or any one else connected with the wool industry each year, he is not dealing with facts. It may be true that if all the woolen goods that are used in the United States were made abroad and passed through the Custom House, that the duties collected by the Government would be rising \$100,000,000, but they are not made abroad, they do not pass through the Custom House, but are made by American mills and by American labor using over 300,000,000 pounds of American grown wool each year and sold by the mills at very much less than they would cost if imported.

I sincerely trust that the Tariff Board's report will go thoroughly into this question of profits and give the truth to the people. If after that any yellow magazine or a sensational writer or a politician claims a crime has been committed, it will not be that of "robbery" but of petty larceny.

The American Woolen Company is referred to in certain quarters as a trust and a monopoly. The facts are it controls machinery that makes somewhere between 15 and 20 per cent of manufactured products of wool consumed by the American people. Its preferred stock can be bought at 88, par 100, its common stock for 28 or less, par 100, and it is a fact that these combined prices for the entire capital stock equals an amount much less than the assets of the company could be replaced for by cash. It has never paid but 7 per cent dividends on the preferred stock—nothing at all on the common stock. As far as controlling the wool market is concerned, I know it does not. The best proof I have is the business of my own firm of Brown & Adams. Since the American Woolen Company was formed

its purchases of us have been less than 13 per cent of our business, the balance all being sold to its competitors.

To come back to the Boston wool trade. In November last, for the first time in its history, a Boston Wool Trade Association was formed, and, as expressed in its constitution, its object is to promote the interests of those engaged in the purchase and sale of wool, to co-operate for the improvement of conditions relating to the business, to establish uniformity in the customs and usages of the business and to foster a frank and friendly intercourse among its members and with those with whom they have dealings.

Its membership is based on broad lines—it is open to any one interested in the



JACOB F. BROWN
Boston, Mass.

and including both, than the same brains could have made in almost any other line. I am familiar, and have been for years, with the profits and losses of the mills that use your wool. I am familiar with the extreme competition between the mills in selling their goods. I know the average profits of the mills year in and year out is a modest one. Gentlemen, if the money employed in the manufacturing of woolen and worsted goods could have been loaned on Western farms and stock at rates charged by Western banks, the net return would have been larger than it has been, to say nothing of the difference in the risk of principal. When Brother Underwood says the American people are paying rising \$100,000,000 in profits to the mills,

growing, merchandising or manufacturing of wool. You are all eligible as members. You can be assured of a cordial welcome at any time. The membership cost is \$10 per annum. If any question ever arises between any of you and the representative of any firm belonging to this association, you are requested to refer the matter to the Arbitration Board of the association and I can assure you of a careful, honest and intelligent consideration by this Board. At a meeting of the Executive Committee of the association held last week I was requested to extend to you the best and sincere wishes of the Boston Wool Trade Association for your success, that the present period of depression and uncertainty may soon come to an end, that normal conditions may prevail and that whatever duty may be levied on foreign wool you and other growers of domestic wool may be able to secure a price sufficiently high so that the production of wool and the raising of mutton may be carried on in this country on a reasonably profitable basis. In this connection I cannot help calling forcibly to your minds that, no matter what duty is levied on foreign wool, you cannot get the full benefit of it unless the mills run with a fair margin of profit in competition with the mills of other countries.

At the first meeting of the Boston Wool Trade Association the following resolution was adopted:

Whereas, It is the desire of this association to increase the value and popularity of all American grown wool with the manufacturers and to encourage not only the raising of better wool but to improve the manner in which it is prepared for market, and

Whereas, The wool grown east of the Mississippi River and also in the States of Minnesota, Iowa and Missouri comes in more direct competition with foreign wool than that of other States, and

Whereas, It is necessary to notify growers and storekeepers as early as possible regarding changes from present methods, and

Whereas, It is deemed advisable to establish a standard whereby all parties interested may be on an equal basis; it is therefore

Resolved, That fleeces grown east of the Mississippi River and also in the States of Minnesota, Iowa and Missouri shall not be considered merchantable unless rolled into a firm bundle, flesh side out, free from tags or parts of other fleeces, tied with a hard glazed twine not heavier or larger than what is known in the twine trade as size 4½,—3 ply India, using not more than three single strings each way of the fleece and all knots firmly tied. Wool put up otherwise than in this manner shall be considered unmerchantable and shall be subject to a discount of at least 1 cent per pound.

Voted, That the Executive Committee take such action as they may deem necessary to thoroughly inform the growers and others.

The question may occur to you why were only the fleece wool States mentioned. The answer is plain. In the section specified the bands of sheep are small, the process of buying is through local agents in each town of the wool growing districts. These agents buy direct from the farmer at prices furnished to them and later on the wool is taken up by other representatives of the buyers, in accordance with the buying limits. There are many hundreds of these local buyers and it was necessary to give them early notice so that the farmers could all be notified through them and also the local press. In turn the dealers in twine are notified so that supplies of the proper twine will be readily available. In the so-called territory wool sections, the buying is conducted differently—the clips are larger and each clip is bought on its merits and the grease price varies according to the character of the wool. You may rest assured that any intelligent buyer (and if he is not intelligent he soon loses his job) takes fully into consideration the kind and amount of string used in tying, as well as other factors.

The movement already well under way in the West toward the general adoption of the 4-ply paper twine is commendable, no objection can be made to this twine, properly used. However, it has not as yet been used generally in a proper manner. It does very little good to put a string around a fleece unless the ends of the string are firmly tied together in a hard knot that will not slip. Just tucking the ends under does not amount to anything. The fleece slips from the twine and breaks up, causing a serious loss, for after a lot of wool is graded and then handled, as it is by the buyer, a large amount of locks are left by him and are only worth one-half to two-thirds of the value of the bulk.

Wool is a valuable product, but in America it is prepared for market generally in a very careless and reprehensible manner.

It is a pleasure for me to state that there are some wool growers who are careful in preparing their wool and who not only take pride in so doing but have the good horse sense to understand that it pays them to do this. These clips are well known to the buyers and are always keenly competed for.

Wool growers have frequently criticised the manufacturers for using and the dealers for handling foreign wool, but if they could see, as some of you have seen, the foreign wool that is imported, they might wonder why manufacturers use as much domestic wool as they do.

Foreign wool, as a rule, is handled with care on the sheep and during and after shearing. Paint is rarely used. The best wool of Australia, New Zealand and South America is carefully skirted. The tags, skirts, bellies and broken pieces are each

packed separately. The fleeces, after skirting, are carefully rolled and if any twine is used it is a short piece of very small, hard twine; then the different grades are baled separately and carefully, and the bales marked to show the grade or classification. These wools are so well put up that they are always sold in the bale and usually one bale from each lot is all that it is necessary to examine. The buyer does not have to buy anything he does not require. If there is any false packing the lot is traced right back to the grower who must make good or suffer the next time his clip is sold.

On account of the size of the average clip it is not practicable to put up American wool in this manner but a great deal could be done to improve the character of the clip and make the wool more popular with the mills.

In recent years Boston houses have met with material losses, particularly on fine Idaho wool, on account of the wool heating in the piles. This not only discolors the wool but often has caused spontaneous combustion and absolutely destroyed parts of the pile. This is all caused by shearing the sheep while the skirts of the fleece are damp or slightly damp.

Buyers are at last wise to this and will be apt to avoid wool that shows any signs at all of moisture.

The usual method of branding sheep is very objectionable, for the paint or branding compounds commonly used that will stand for a year on the range, are not soluble in the scouring bowl. That part of the fleece that has been touched by this paint has to be cut off by shears by hand, the expense is material and the fiber remaining has lost one-third to one-half of its length, decreasing its value. Wherever it is necessary to brand sheep, have the brand as small as possible and apply the paint carefully.

Raise the best wool you can by taking good care of your sheep.

Use great care that sheep are thoroughly dry when shearing.

Shear carefully and avoid the necessity of second clips.

Remove all tag locks.

Roll up fleeces with the flesh side out and use a hard, glazed twine not larger than one-eighth inch in diameter and tie all ends of the twine in a firm, hard knot that will not slip.

Pack ewes, wethers, lambs, bucks, dead and tags separately and mark the bags of each with a different brand.

Shearing pens should be as dry and clean as possible.

Use a platform always. Don't shear on the ground.

Put fleeces in a clean bin or on a clean floor after shearing and keep dry until taken to the packing frame.

Tier the bags after packing on timber; never tier on bare ground.

Cover the bags well and keep the wool dry until put into cars and your responsibility ended.

Put your wool up well, then give the buyers a proper opportunity to examine it. This will not only pay you but will help to raise the standard of American wool, with the result that manufacturers will have a much better opinion of it. The more popular a commodity the keener the competition for it. Competition increases the price to the grower and that is where your pocket book is benefited.

THE TOTAL SUPPLY
of all kinds of unsold wool in the United States to-day is
118,613,715 POUNDS

AGAINST
162,521,200 POUNDS
LAST YEAR

THE SUPPLY OF DOMESTIC
shows a decrease of 36,446,300 pounds over the supply of a year ago.

THE SUPPLY OF FOREIGN
is smaller by 7,461,183 pounds than that reported at the first of 1911.

THE TOTAL SUPPLY
shows a decrease of 43,907,485 pounds from last year.

The total stocks unsold in the United States in recent years compare as follows, these figures representing pounds:

	Domestic	Foreign	Total
1890..	85,000,000	15,103,300	100,103,300
1891..	75,928,331	14,240,800	90,169,131
1892..	78,931,400	21,154,866	100,146,266
1893..	68,354,000	18,388,875	86,742,875
1894..	108,362,000	23,572,500	131,934,500
1895..	99,838,800	32,654,500	132,493,300
1896..	102,634,500	31,533,300	134,167,800
1897..	123,558,080	26,844,000	150,402,080
1898..	127,206,000	49,581,000	176,787,000
1899..	225,037,363	66,131,327	291,168,690
1900..	123,348,500	25,265,000	148,613,500
1901..	204,345,500	29,483,500	233,829,000
1902..	139,519,718	13,619,600	153,139,318
1903..	110,499,572	12,372,000	122,871,572
1904..	112,081,000	15,699,000	127,780,000
1905..	41,873,811	11,562,000	53,435,811
1906..	72,461,443	24,414,000	96,875,443
1907..	94,402,046	15,169,000	109,571,046
1908..	84,556,560	15,188,500	99,745,060
1909..	50,556,100	14,015,000	64,571,100
1910..	54,820,507	14,484,000	69,304,507
1911..	142,575,200	19,946,000	162,521,200
1912..	106,128,900	12,484,815	118,613,715

LOSS OF WINTER-FED LAMBS.

A trouble resembling apoplexy in human beings has for several years been causing large losses among winter-fed lambs near Batavia, N. Y., a region where feeding lambs for the winter market is a large industry.

The lambs are bought largely in

Buffalo or Chicago, fed for a period of three and one-half to four months on a highly fattening ration, and when fat are shipped back to Buffalo to be slaughtered. Two crops of lambs are fed each year. The first lot is bought about November 1st and is marketed in February. They weigh about sixty pounds at purchase. It is considered that the greatest profit is realized when they are marketed in ninety to 120 days at a weight of eighty to eighty-five pounds. If the feeders are able to dispose of their first crop early in February, they usually get another lot to be finished as early as possible up to June 1st. The feeders utilize the hay from their farms, alfalfa, clover or timothy, together with bean fodder, if they have it, and mill feeds, with a relatively large part of the rations made up of corn and linseed-oil meal. Usually the corn is fed whole and the oil meal preferably in the form of the oil cake broken up into pieces a little larger than peas. * * *

The trouble appears suddenly and does its work quickly. It is sometimes accompanied by paralysis. It nearly always proves fatal, only about 1 or 2 per cent of those afflicted ever having been known to recover. The disease seems to occur only where lambs are being fed heavily, and it then attacks the strongest and most vigorous. * * *

While this disease has been prevalent for some years, its exact cause has not yet been determined. Two opinions have been set forward: First, that the disease is caused by feeding an excess of protein in the ration; second, that the disease is caused by overfeeding.

Investigations by the Department of Animal Husbandry of Cornell University Experiment Station indicated that the trouble is caused mainly by sudden overfeeding rather than from feeding a narrow (high-protein) ration. The best results were obtained on rations with a relatively narrow nutritive ratio—that is, 1:5. It seemed to be clearly shown that in a fattening ration for lambs a relatively large amount of protein is necessary to keep the lambs up on the heavy grain ration required for the best results in fattening.

In the opinion of those who conducted the experiments on the subject there should not be the wholesale loss from overfeeding that some feeders have experienced if proper precautions are taken to keep the rack spaces all occupied and to distribute the grain equally, although there may be an occasional loss from the heavy feeding or from nervous excitement, which is thought to be one cause of apoplexy.

The ration giving best results was alfalfa hay in the morning, bean fodder at night, with a grain mixture for twenty-five lambs of thirty pounds corn, thirty pounds wheat salvage, and fifteen pounds oil meal. From November 4th, when the lambs were bought, until November 15th they were fed only hay. At this date they were started on a mixture of equal parts by measure of corn, oats, and wheat bran.

On December 1st all three pens were consuming one-half pound of grain in

two feeds and about one and three-quarters pounds of fodder per day per head. Care was taken to have the grain evenly distributed through the racks. As the amount of grain was increased the fodder was diminished, until it reached sixty-five pounds for fifty lambs per day, or one and three-tenths pounds per head, after which the amount of fodder was not changed throughout the remainder of the experiment. The lambs were purposely very closely confined as to rack space from the first. * * *

On December 25th the lambs were eating one pound of grain per head per day. The increase in grain was made very slowly and carefully, so as not to cause any trouble in digestion. On January 15th they were eating one and one-third pounds of grain per lamb per day.

In later experiments it was shown "that succulence in the ration is very desirable and silage or roots should be fed if obtainable. * * * The most economical ration was that with a nutritive ratio of 1:5.3, with silage for succulence. This ration produced the largest gains at the lowest cost per pound of gain."

It therefore appears from these investigations that large losses in winter feeding may be avoided by gradually increasing the ration fed, which should contain some succulent material, and exercising great care to see that it is evenly distributed among the lambs, none getting more than its proper share. The latter is done in large measure by restricting the rack space to that actually necessary and evenly distributing the feed in the racks.—Office of Experiment Stations.

WOOL GROWERS ORGANIZE TO GET BETTER PRICES FOR WOOL

Kentucky wool growers recently met and organized for the purpose of securing more equitable prices in the wool market. The organization effected becomes a subsidiary of the Kentucky division of the Farmer's Union.

It begins its existence with sixteen charter members. J. C. Drake, of Mt. Washington, is made President, J. T. Powers, of Owingsville, Vice-President, and O. F. Hughes, of Leitchfield, Secretary-Treasurer.

R. L. Barnett, State Secretary and organizer of the Kentucky Division of the Farmer's Union, assisted the wool growers in organizing.

"We made arrangements for handling the 1912 pool," said Mr. Barnett. "Last year as a result of a pool which was effected without a permanent organization of wool growers, we succeeded in getting cents a pound more than would otherwise have been paid us. We will probably hold a meeting here some time in March for the purpose of fixing a price for the 1912 pool."

J. C. Drake, the President of the Wool Growers, is a Director of the State Division of the Farmers' Union.

Address by Fred W. Gooding *The Wool Warehouse Before Omaha Convention*

Mr. President, Ladies and Gentlemen of the Convention:

I HAVE been asked by your President and Secretary to address you on the National Wool Warehouse and Storage Company, having headquarters in Chicago, Boston and Philadelphia.

For many years prior to the organization of this company, there had been a great deal of dissatisfaction among Western wool growers, relative to the way in which they had been forced to market their wools. The business of producing wool and selling those wools had been surrounded by so many difficulties, that wool growing was only profitable under the most advantageous circumstances.

During those years the wool growers had been active in the organization and conduct of several companies for the handling of Western wools, which companies it had been hoped would be instrumental in curing these evils. All such efforts had failed, principally because of insufficient financial backing. There was a general demand among the wool growers of the West for the organization and development of some agency that would be of benefit to the producer, and that would protect him from existing extortions by the agencies then dominant in the pricing, purchase and sale of Western wools. In brief, the Western wool man wanted a square deal, and was looking for some weapon that would insure such a desirable condition.

In consequence of this demand, meetings were called at various points in the Western wool producing States. The deliberations at these meetings resulted in a determination to organize a wool storage warehouse company, and a Committee was appointed to investigate and report upon a proper form for such organization, the location of the proposed warehouse and the securing of sufficient financial backing to assure a successful outcome to this effort to obtain a measure of independence.

This Committee of Investigation, after a very thorough consideration of the whole matter, including the matter of financial backing and railroad facilities, decided on Chicago as the best possible point for the location of the storage warehouse. The Committee reported that the proposed project had been guaranteed ample financial backing to carry out its plans. As a member of this Investigating Committee, it

it is with pride that I say this promise of financial assistance by Chicago capitalists, has been carried out to the letter.

In the Spring of 1909, the National Wool Warehouse and Storage Company was organized with a capital stock of \$400,000—over \$300,000 of which was paid up. Officers were elected, a storage warehouse was erected in Chicago; and the company at once became a factor in the marketing of Western wools. It has remained and continues an enormously beneficial factor



Hon. Fred W. Gooding, Shoshone, Idaho.

to the wool grower ever since. The three years of its existence, which will end on March 1, 1912, have been years of steady progress. Since its organization it has handled and sold for the wool growers of the West nearly forty million pounds of wool, and has been instrumental in compelling a fairer market and price for a much larger amount of wool. General satisfaction has been given in the sales of wool consigned to the company.

A campaign for the education of the wool growers was begun with the organization of the Company. This is still being pushed, and so far has been productive of excellent results. Although we may not have succeeded in convincing and reforming many of the wool growers of the ne-

cessity of more care and skill in the preparation of their product for the market, we have apparently effected the education of the wool buyers as to the wisdom of this campaign. This is evidenced by the organization of the wool trade, recently perfected in Boston, when the most important resolution passed had to do with the preparation of wools for market. This resolution provided that certain wools shall not be considered merchantable unless the fleeces are rolled fleshy side out, are free from tags, and are securely tied with a hard glazed twine. This is a matter to which I shall allude a little later.

The system of buying Western wools which has prevailed in the past under control of speculative buyers, who have been in control of the wool situation, and who have made the price of wool for both the producer and manufacturer, is probably the crudest possible. This system has encouraged ignorance among the growers, for the reason that usually the same price was paid for all clips alike—this arbitrary price naturally being based on the value of the poorer wools, while the price to the manufacturer has been based on his necessities, and the absolute control of the speculative buyers—the middlemen—of the entire wool supply. One buyer in Idaho last Spring made the statement: "This is a one-price wool country. We can buy it all for 15 cents a pound." I can truthfully say that this is the general rule adopted by the wool dealers in the various wool districts of the West.

Such methods do not encourage enlightenment. The grower learns to know that he can get but the minimum price for his wool whether its grade is superior or inferior. The more in ignorance the grower was kept in regard to his commodity, the easier it was to maintain control of the market.

As I have stated, with the organization of the National Wool Warehouse and Storage Company, was begun a campaign of education among Western wool growers, as to proper methods of preparing their product for the market. It has long been recognized that Western wools were sent to market in the worst possible shape. Apparently the growers have been determined to reduce the value of their wool clips in almost every possible way. Wools were poorly rolled, tied, packed and shipped, so that in value and availability they did

not compare favorably with the wools of the Eastern growers, much less with the foreign wools imported.

The Company has specialized on three matters of importance to the wool grower—the paint used in marking sheep, the rolling and tying of the sheared fleece, and the packing and shipping of the wool to market. If the abuses in the past in these three particulars could be corrected, it would go a long way toward enabling the creation of an independent position in the marketing of our product.

Taking them in order: The paints at present used are very damaging to Western wools. The final sale of wool is to the manufacturer. He purposes to buy and pay for that portion of the wool that he can use. The more waste—the less its selling value. While in conversation with a Philadelphia manufacturer recently, the matter of the paint damage came up and after some explanation, he gave me an opportunity to copy his record of a recent transaction in Western wools. This manufacturer had bought 198,790 pounds of wool for which he had paid 21 cents a pound. Before it could be scoured, the wool had to be unrolled and spread out, and the paint clipped off. The labor cost of this was \$264.31. The wool and paint clipped and thrown away weighed 1,533 pounds, which at 21 cents a pound, had cost him \$321.93. The wool from which these paint clippings had been taken was piled separately and weighed 11,151 pounds. This wool it was estimated by the manufacturer was damaged at least 1 cent a pound by the shortening of the staple, the reduction in value aggregating \$115.51—a total loss by reason of the paint used of \$701.75, or something over one-third of a cent a pound on all the wool. In the nature of things the manufacturer could not be expected to stand this loss. It had served to reduce the value of the wool when sold—first to the dealer and later to the manufacturer—the wool producer standing the whole loss.

The company has been instrumental in bringing about the use of paper twine for the tying of fleeces. This is claimed by the manufacturers to be of very great importance. They have always claimed that the tying of wool fleeces with any fiber twine, and particularly with twine made of sisal, was certain to result in serious losses. If all the twine was not removed before or during the process of scouring, pieces of the twine would be present in any fabric woven, resulting in a great deterioration of its value. These twines have always been a constant annoyance and source of loss to the manufacturer. On the contrary if paper twine is used, any particles that are not removed earlier, are certain to be disposed of when the wool is scoured. In the use of paper twine or of any hard glazed twine, it is necessary to make a

square knot, thus avoiding loss by the fleeces coming untied in handling.

The third subject upon which the company has been endeavoring to produce a reform in methods pursued by the wool grower, has been in rolling, tying and packing the fleece and in the protection of the wool after packing and while awaiting transit to storage at the place of sale. A striking illustration of the bad effects of the present generally followed system was called to my attention by a woolen manufacturer recently. He had been offered about 200 bags of Western wool, and had taken five bags at random and sent them to a scouring mill so as to determine the true value of the wool for this purpose. In one of the five bags the center had more than a foot and a half of corral sweepings and manure. This carelessness or dishonesty had the effect of reducing materially the value of every pound in the 200 bags.

In my contact with the manufacturers, I have learned that they would prefer to pay a fair price for standard products rather than to estimate a price for an article which is without standard. In their efforts to protect themselves, their estimates are made with an over discount, rather than an under discount. They are just like anyone else when buying articles not marketed in proper shape, they make the price so that they are saved from loss, no matter how poorly prepared the commodity may be.

Much of interest is being urged by the Company, in regard to the care and protection of the wool after being packed in bags and hauled to some shipping point, and prior to the actual loading on cars. This educational campaign I feel has not been without important and beneficial results—perhaps not easily discernible to the naked eye, but still observable on the final analysis of the situation. As illustrating this, your attention is again called to the recent organization of the wool buying interests in Boston, where the principal declared object of the association formed was the education of the wool grower along the lines which have been constantly kept alive during the past three years by the National Wool Warehouse and Storage Company. It is a satisfaction to know that our efforts in this matter are thus being recognized by the agencies which in the past have profited by the careless and ignorant methods pursued.

I feel that I should discuss with your association the work of our company, to point out as far as possible the results obtained, and to state with all openness the purposes and methods of the company. Financially, the National Wool Warehouse and Storage Company has been conspicuously successful. In three years, the value of shares of stock costing \$50.00 have advanced to \$96.00 by reason of earnings made. If the company is properly received

by the wool growers of the West, ownership of its stock will prove constantly profitable, purely as an investment. However, it is not this feature of the results achieved that seems to me most important.

Through the existence of the company, and its operations the Western wool grower has been given an opportunity to sell directly to the manufacturer, at a price more nearly representative of the actual value of his product than ever before for a like period of time in the history of the Western wool growing industry. The truth of this statement is universally admitted and can be demonstrated.

I do not mean by this that the success of the company has been complete. On the contrary, it has been decidedly limited. The blame for this does not rest upon the company, but upon its beneficiaries, the wool producers, who have apparently either been lacking in information or in confidence in the ultimate success of this effort at securing a measure of independence not heretofore obtainable.

I wish to urge on those who have stood aloof, to pay careful attention to the record made by this new company—the property of the sheep men themselves—during the past three years. If they find that a reasonable measure of success has rewarded the company's efforts, I would urge on them getting behind this one successful effort to bring about a better condition in the industry in which they are engaged and in which their main interest lies.

The National Wool Warehouse and Storage Company was organized, the wool growers who allied themselves with the new movement, signed contracts with the company for three years. These contracts have now expired. The company has been reorganized and contracts for handling Western wool clips are again being taken. The company now has contracts with Western wool growers for the handling of several million pounds of wool annually, and to assure the unqualified success at which we are aiming, the company should have contracts for handling the wool of a large majority of the wool growers who are members of this association.

The National Wool Warehouse and Storage Company is the child of the National Wool Growers Association. Its existence was brought about by your demands and through your action, and it is deserving of your unqualified support. No member of the association in assembly here can have a valid excuse for not joining the National Wool Warehouse and Storage Company, and signing a contract to handle his wools through this agency.

Nearly all the violin strings, the harp strings, and the "cat gut" used in surgery, are made from the intestines of the sheep. Placing wool upon the free list will help to still the music of the world.

Preparing Wool For Market *By Fred A. Ellenwood*

HAVING recently visited some of the large cloth manufacturing establishments in the East and there noted carefully the condition of American wool I realize more than ever the importance and need of the American wool grower taking more pains and care in preparing his wool for market after it has been grown.

Why should not the wool grower use the same care in putting up his wool for market that the orchardist or the gardener does in putting up fruit and vegetables? Let us just notice for a moment how the fruit grower does. Does he pack peaches, pears and prunes all in the same box? Does he pack all sizes and qualities of any one kind of fruit together? Does he allow dirt and trash of any kind to mix with them? No, he does not, but quite the contrary. Fruit goes to the packing house where everything is clean and there graded and packed according to certain standards and everything in the box is just as represented. And the fruit growers are jointly receiving more for their crop just because it is properly and honestly put up, and I feel sure the same thing would be true of wool.

Shed.

The first essential thing is to have a clean convenient place for shearing, not only on account of the wool but for the saving of sheep flesh, time and money in handling. I will not go into detail in this at present but will say it is essential to have a good shearing shed; one that is light on account of the shearer; one with a good roof and a good floor for both the wool and the sheep. The part where the sheep stand in the pen for the shearer to catch, should be made of strips about three or four inches wide and one and one-quarter thick with a quarter or three-eighths inch crack between to permit all filth to drop through the floor and not be dragged back in the wool when the shearer catches the sheep.

Short Clips or Flibs.

In shearing where hand shears are used, shearers should be more careful about the second clips, or smoothing down the ridges as they sometimes call it, as these short clips become a noil waste in combing worth only about 60 per cent of their original value in the staple wools, besides reducing the length of the staple, and thereby lessening the value of the wool.

Tagging.

While we are discussing the question of shearing, let me call your attention to the importance of tagging, especially the ewes for lambing. This should be done any time when most convenient, from thirty to sixty days before lambing, as it enables the young lamb to find the teat without

sucking a greasy, filthy tag. In tagging clip the wool close from flank to flank nearly straight across in front of the udder, then on the edge of the legs all around the flank and all between the legs up to and around the tail. This wool if taken off any time in Winter before the green grass comes in the Spring will more than pay the expense of tagging, which costs a little more than 2 cents per head, including everything, while if it is left on the sheep until shearing time, much of it



Jute Fibers Shaken From Wool Sacks.

becomes worthless, besides causing a loss of other wool by the accumulation of filth, and oftentimes the loss of the sheep on account of flies.

Twine.

Let us suppose then that our ewes have been properly tagged in the Winter or early Spring, and that we have a good shearing shed with the wool shorn from the sheep. Let us next proceed with the tying of the fleece. In a machine plant, the tying is not ordinarily done by the shearer, and I think it would be better not to have the hand shearer do it either, as they are seldom properly tied. Often tied so they will just hold together until the shearer lets the fleece drop on the floor. A fleece should be so tied that it will hold together when handled until it reaches the sorting table of the factory or scouring plant. It should be free from all dirty tags and everything but wool, and tied with the white side out, and just enough string to go twice around the fleece, always tying each fleece separately. Use as little string as possible, and let it be the proper kind. Do not use sisal or binder twine, as the fiber from these get into the wool and remain there until it is made

into cloth, where they show up and often spoil a fine piece of cloth. At present, there are only two kinds of twine, to my knowledge, fit to be used; one is a glazed twine now advertised in *The NATIONAL WOOL GROWER* by a Chicago firm, and the other a paper twine. Either of these twines will be a great improvement over the strings generally used for tying wool in the past. In addition, let it be noted that there exists a similar damaging fiber on the inside of our wool sacks; this can and should be overcome somewhat by turning the wool sack inside out and shaking off all of the loose fibers, and clipping off others easily seen hanging, before putting any wool in the sack.

Sorting.

The next important thing is sorting as much as possible at the shearing pen, before wool is ever put in the sacks. In large outfits it would pay to have a man sort your fleeces as to grade, and sack each separately, but this is not practicable with the great majority of flock owners in the United States, as the outfits are too small, but even the smallest sheep owner can do much to better these conditions. How many growers sack ewes, wethers, yearlings, and I am sorry to say, sometimes even buck fleeces, in the same sack? I hope there are not many, but I must confess that I have seen wool put up in this manner. Why not sack each kind of wool separately, and mark it so that you can tell a buyer just how much you have of each kind, and how you distinguish each kind in the sack, for even though the grade of wool for the entire flock may be similar, the per cent of shrinkage varies in ewes, wethers and yearlings. When it is all sacked together, a buyer may open a sack and look at one or two wether fleeces of heavy shrinkage, and estimate the shrinkage of your whole clip too high, while if they were sacked separately, he could determine the shrinkage very accurately, so figure as you may, you can not and should not get the best of a wool buyer, but you may force him to give you a square deal if you but give him an honest shuffle first.

Black Wool.

Few there are, perhaps, who sack their black wool separately, but this is another thing that should be done, and can be with but little trouble. All black fleeces, grays and pintoes should be sacked separately, not because they are worth more or even less, but because this wool must all be separated, every particle of it, from the white wool before it is made into cloth. This means additional expense to the manufacturer, for he hires one man to do this and nothing else, as the wool comes from the scouring plant; so you can see that it

is much easier for the wool grower to keep this class of wool by itself at shearing time, than it is for the manufacturer to pick it out after small lots are scattered all through a bale.

Paint Brands.

Another serious charge against or loss to the American wool clip is paint brands which will not come out in the scouring process. It then becomes necessary for the manufacturer to employ labor for the express purpose of clipping off these paint brands. This is not only a labor expense but the weight of the paint and wool thus lost is all charged up against the market value of our wool. Knowing the conditions on the range in large outfits I realize that branding can not be altogether eliminated, but much can be done to better this condition. In small outfits on the range, if only one or two bands owned by the same party and the same earmark, branding could be dispensed with altogether, but in large outfits or in the case of sheep being bought and sold, branding is more necessary, but in this case, let the brand be as small as possible and thus destroy as little wool as possible, and if brand is needed for only a short period of time, a brand on the top of the head is good, where it does not mar a better part of the fleece, but the brand will not always remain distinct on the head for a very long time, say thirty or sixty days as a rule. Paint and tar are very damaging and should be used as sparingly as possible. Kemp's marking paint advertised in *THE NATIONAL WOOL GROWER* will scour out in the scouring plant with no damage to the wool and it lasts from one shearing to another in California where we have two shearings each year, but some sheep men claim it does not last well when sheep are sheared only once a year. Then in cases where it seems essential to use paint or tar brands, let the brand be a small one, and at shearing time have a man clip off the brand, out in a small corral leading to the shearing pen before it gets mixed up with the fleece. It can be done cheaper and better here than after it reaches the manufacturer; also bearing in mind that no matter where or when it is done, the wool grower pays for it all either directly at the time of shearing or indirectly later and perhaps doubly in the way of less money for his clip. These paint clips, tags and excessive use of improper twine cost the American grower at least 1 cent per grease pound on our entire American clip of about three hundred and twenty-five million pounds, or three and one-fourth million dollars annually.

Conclusion.

I imagine I can hear some wool growers say: "Well, suppose we did put up our wool in proper shape, the buyers would not give us any more for it even if they did get more for it from the manufacturers,"

or one grower says, "Even if I did prepare my wool properly, the buyers pay just about the same price for all the wool in my neighborhood, and I am no better off for having taken this extra care in preparation." I admit this is partially true under the present methods of wool speculators and commission men, but if all the sheep men in a given community had their wool properly put up, all would receive more for their wool, or if some did have their wool put up in the best of shape and some did not, yet all receive a similar price then it is our duty to see that the man preparing wool properly is paid accordingly. If the wool buyers in your neighborhood insist on the old methods of doing business, by that I mean pay a similar price for all wools in that neighborhood, regardless of care in preparation, then sell your wool through the National Wool Warehouse and Storage Company, of Chicago, Illinois. This is a company organized about three years ago, composed of wool growers who believe the only way the producer can secure the market value of his product is to sell direct to the consumer who in this case is the manufacturer of cloth. This warehouse met with much opposition from the wool dealers at first, but it is going ahead very successfully at present under the able leadership of Mr. Fred W. Gooding, and its future success will result in more benefit to the American wool grower than any other one thing that could happen, except the settlement of the tariff question on the scoured pound basis. Before you shear this year, write to the warehouse at Chicago for full particulars as to their methods of handling wool.

1. Then shear in a clean dry shed.
2. Allow no filth or tags in the wool.
3. Allow no paint or tar brands in the wool.
4. Tie each fleece separately with as little string as possible.
5. Use a paper or glazed twine advertised in *THE WOOL GROWER*.
6. Remove all loose strings from the inside of wool sacks.
7. Sack and brand each kind of wool separately.

TO WOOL GROWERS AND DEALERS.

The competition of foreign wool with American grown is increasing each year and as we are all interested in home industries and want to make them successful and profitable, any move in that direction should have mutual support. There is a need in this country for certain kinds of foreign wool whose importation is not affected by duty or domestic supply but barring these the greatest competition is for the same grades that are raised east of the Mississippi River and in Iowa, Minnesota and Missouri. Only the best is imported but it is not so much any special characteristic

of breeding or peculiarity of fiber that gives it preference as it is the manner of preparation for market. Manufacturers now-a-days want wool for specific purposes. They do not make goods from what they happen to get. Foreign wool comes here graded as to quality, each fleece by itself, free of tags and skirts, practically free of vegetable matter and seldom tied. Against this the domestic grower offers his product often thrown together any old way, tags usually included, some times bits of black, dead and cotted, more or less chaff and burrs and the whole thing surrounded with a large quantity of so called "wool twine." This list looks large but it sifts down to two main subjects: care in bundling and honesty in the contents. The net cost of proper preparation is small. The use of sisal twine was willingly stopped by growers some two years ago and resulted in winning back mills that previously had refused to buy because of its use. More recently, however, manufacturers of twine have been putting out a commodity known as "wool twine" which is not at all satisfactory. It is so loose and rough in its formation that many of the fibers cling to the wool and cause defects in the goods. Besides it is unnecessarily heavy in weight. We are informed that to get the proper article in hand it is necessary to post the local supply houses in season in order that they may place their orders with the manufacturers of twine early. We have made a canvass of the manufacturers to see what will prove satisfactory and we wish you to use your efforts in not only notifying farmers but also the dealers of twine of the correct commodity. Any hard glazed twine not exceeding one-eighth inch in diameter is suitable. There is manufactured, however, in large quantities and readily available, what is known to the twine trade as "India" three ply No. 4½ size. The wholesale price at this time is only 2 cents per pound more than the poorer quality of so called "wool twine" but as a pound contains nearly double the yardage the India will prove cheaper in the end.

The matter of including tags and other foreign matter is covered by State laws. The neglect of enforcement has brought about its own punishment. Worsted manufacturers cannot use tags. If included in fleeces they must either re-sell them or stop buying fleeces; many prefer to cut out fleeces. Of course tags will not bring as much by themselves as when hidden in the fleeces but the disrepute fleeces have fallen into because of the fraud has cost the growers more than the few cents when taken out. In order that some standard may be established and both producer, consumer and middleman may stand on an even basis, the Boston Wool Trade Association has passed the enclosed resolution.

(See resolution on page eleven).

BOSTON WOOL TRADE ASS'N.

Medium Merino Wool *By S. B. Hollings*

THE letter appearing in the August issue of "The Pastoralists' Review" on the above subject deserves attention, which is the reason for my taking it up on this occasion. The letter emanates from Tasmania, and is written by one who is interested in sheep and wool. I quite agree with what the writer says, for he puts the situation in a nutshell when he states: "I really cannot say that I know exactly when 'fine' ends and 'medium' begins, and nearly all the sheepmen I know feel the same in regard to this." Neither do sheepmen stand by themselves in this matter. There are many supposed wool men who have a little difficulty at times in deciding the quality of Merinos, but this should not obtain. Where a man is used to the handling of the shorn fleece, he should know what is strong, medium and fine Merino wool. The classification of the fleece of the Merino has never been so strongly marked as in crossbreds, but it is to be hoped that those in responsible positions and at the head of technical classes at the various colleges and schools throughout Australasia will devote some time to a serious consideration of the different qualities of Merinos. I have always been a strong advocate of sheep breeders being as well versed in the qualities of Merinos as they are in crossbreds, and every man ought to take pains to ascertain what is strong, medium, fine and super fine wool, whether it relates to crossbreds or Merinos. We are living in days when everything is specialized, times when a shorn fleece is made the utmost of by the man who buys it, and there was never a time in the history of the trade when a bale of wool was sorted so scientifically and handled so circumspectly as to-day. I have said repeatedly that the raw material is now made the most of, especially by topmakers and spinners. At all up-to-date combing establishments the old method of carelessly throwing a bale of wool on to a pile with other fleeces has been abandoned. Every fleece goes over the sorting board, and is handled in a proper, business-like way. Of course, there is a big difference between sorting and classing, and by way of introduction to this article I may briefly mention what that difference is.

Sorting and Classing Fleeces.

There is no doubt that Australian pastoralists handle their fleeces at shearing in a better way than any other class of pastoralists in the whole world. They certainly have hold of the right end of the stick so far as classing goes, and their example is well worth imitating by the sheepbreeders of other countries. I have always been a strong believer in the man at the head of affairs at shearing being one with

a full knowledge of the business, and being able to utilize that knowledge for the benefit of his employer. I do not care how well regulated a flock of sheep may be so far as regards breeding, nor how well the sheep have been bred to one good type, there will always be in that clip a little variation in quality. Some sheep are sure to produce a stronger or finer fleece than others, as the case may be. Any man with a watchful eye need only stand at the board side when the fleeces are being gone over at shearing to mark the difference there is between one and another. There is the difference in length of staple, quality and condition—all of which can easily vary from 5 to 10 per cent. The careful classer knows how to turn to good account these various yet important points, and a man who carelessly consigns into the same bin the shorn fleece regardless of quality, length, and condition is not worthy of a position at all. It is exactly here where careful classing comes in, and every man over the board who watches for the points here given should turn to good account every fleece that comes under his notice. As long as sheep grow wool there is bound to be a variation in individual fleeces, for not only climate and pasturage, but the health of the animal also are strong determining factors in the production of a sound, healthy fleece of wool. So long as these conditions vary there will be a corresponding inequality in the points named.

Lines of Demarkation.

I will now proceed to take up the essential points raised, and define what classes Merino wools can be put into. It is not necessary to say that there is a big difference in qualities even in Merinos, but, as the correspondent states, it is hard to say where one begins and the other ends. The same thing obtains even here in Bradford, for what one firm will call their standard 64's tops, another firm will only class as good 60's. There are "spinners" tops, and the ordinary topmakers' production, the former always being a trifle finer, and better in length and character, than the ordinary topmaker's qualities. It, therefore, is hard to say to a nicety where one quality ends and another begins. However, the following is the standard scale of the trade, and can be accepted by wool growers as defining the different classes into which Merinos should be divided.

I need hardly tell readers that the dividing line between Merino and crossbred wool is 60's quality. That is to say, all wools that will spin to 60's and upwards come under the category of Merinos, while all wools, say, from 58's downwards, must be classed as crossbreds. Here, too, in the latter there are coarse, medium and fine

sorts—just the same as there are in Merinos. If I were called upon to class either sheep or wool I should say that medium Merinos should always scale 64's and super 64's quality, the latter being called by some, 66's. No sheep at any show should be included as medium-quality Merino that are only of 60's quality. A few years ago a super 60's top used to be always spoken of as the standard representation of the Merino trade, but this last year or two when a firm quotes in Bradford, a 64's top is nearly always specified, and I think that it has been a wise departure. As a rule 1d per pound in the top is the dividing line between 64's and 60's, and also between 64's and 70's. For instance, a 64's top is to-day worth in Bradford for spot delivery 25 1-2d., a super 60's is worth 1d. less, namely, 24 1-2d., while 70's are worth 1d. more than 64's namely, 26 1-2d. However, medium Merinos represent a good 64's to 66's quality, while some firms make what they call a super 64's which is done in the sorting, or which is really a 66's quality top. It is well known that in sorting a fleece, say, of good 64's quality, there is often a handful of wool on each shoulder which is above 64's. These are removed by the sorter, thrown into a skep by themselves, and produce a super 64's, or what some firms call a 66's top. This is how a firm makes the best out of every fleece, but, of course, this work cannot be reasonably expected from a classer at shearing; in fact, no practical wool man would ever recommend the shoulder parts of the fleeces being removed. In handling even a 64's fleece the sorter finds as a rule that the britch parts are no more than super 60's, and not always that. Therefore, it is no uncommon thing for there to be in one fleece three or four distinct qualities, which can only be seen by an expert eye. However, when sheep are classed for show purposes and there are several classes, the standard given should be adhered to.

"Bread and Butter" Merinos.

I am allowing imagination no unreasonable latitude when I say that 64's wool can be regarded as a good bread and butter line for the wool industry. It is a quality which serves an excellent purpose, and is always of a very useful standard. I am certain that in the production of Merino tops, the standard of excellence is not what it was. So much blending is being done to-day by topmakers that tops, both from a quality and a character standpoint, have depreciated during the past ten years something like 15 per cent. Some say even more, but I doubt if 25 per cent of the tops made in Bradford, and which are sold on the standard top quality will spin to the count they should. Perhaps some reader

does not know what is meant by a 60's, 64's or 70's quality top. It simply means that a top of 64's quality should spin 64 hanks, each hank measuring 560 yards before it weighs one pound. That is the original meaning of the term 64's quality, and the same applies to every other quality, whether we are speaking of 40's, 50's, or upwards. Of course, if a top is made out of good, straight combing wool, it would do what I have said, but if it is mixed with inferior bellies and pieces, together with, say, some Mazamet skin, which is a common occurrence, it will no more spin 64 hanks of 564 yards each to the pound than I can fly. However, it is not so much a depreciation in quality as length and character of the top which is the missing essential.

The microscope is not necessary to define the different qualities of wool; in fact, it is never used. It only needs a little experience and close observation for a wool grower to become expert in defining the quality of any wool, and this experience is to my mind the only practicable way in which the staple can be judged. If a grower ever comes in contact with a man competent to tell the quality of any given sample, then he should ask for this information, for it is quite easy to define the count with the naked eye. No doubt it needs some practice to do this satisfactorily, but it is quite easy to the man of experience, and knowledge of this kind can always be turned to good account. No doubt there is to-day a tendency among the pastoralists of Australia to grow a stronger framed sheep with a corresponding lower quality of wool, but I have said enough upon this point in past articles from which I hope many are benefiting. Some use the word "strong" when speaking of Merino wool from sheep that is no more than 58's quality. Really speaking, this is not Merino wool, although coming off so-called Merino sheep—it is more like 58's come-back, 60's being, as I have already said, the dividing line between Merinos and crossbreds. Of course, some will call 58's wool ordinary 60's or bare 60's, but if it is not 60's it cannot really be designated Merino. If circumstances demand a further word of warning, I would say, candidly, that no Merino sheep should grow wool below 60's, and some Riverina, as well as South Australian pastoralists in the lower north district, need to take seriously to heart what I am now saying. One has only to look at the in no sense big figures which have been made for these broad-haired, very deep stapled, bare 60's wool to see the verdict of the trade, and other pastoralists in other parts of the Commonwealth need to pay due regard to my remarks. The reader may not perhaps know, but it is always possible to spin down a quality of wool, while it is impossible to spin it up to a finer count, and no doubt this is

the reason why so many spinners have to-day to use a 64's top to obtain a given count of yarn where formerly a good super 60's top would produce same. Therefore, I say, let us have good, well-bred, well-grown, Merino wool, and those who feel that circumstances warrant them in growing a less fine quality, well, they must proceed in their own way, only such wool will never come up to the standard required by the trade for Merino wools.—Pastoralists Review.

To The Editor:

I am greatly gratified to understand that **The NATIONAL WOOL GROWER** will be published each month. I am sure our association needs just such a paper to help make it a success. In the past we have not known enough of what our association was doing or what was going on in the sheep world, and our own paper will give us this information.

An organization that is big enough to represent the sheep industry of this country should certainly be big enough to support its own magazine. I believe that every wool grower should assist in supporting this paper and if every one would get two or three new subscribers our organization would soon become a powerful element in the community.

I am going to get you some new members and I hope every other sheep breeder will do likewise.

With best wishes,
M. J. KENEY.

Working, watching and waiting has been the lot of those who have represented the National Wool Growers Association at Washington this Winter.

At the beginning it was hoped that Congress would accept the report of the Tariff Board, and that some fair and equitable tariff measure would be passed at this session of Congress. With this end in view a strong delegation from the National Wool Growers Association was in attendance at Washington. No party lines were drawn, but both political parties were represented

by men of standing in both parties from a number of States in the Union, but the delegation at Washington soon despaired and lost hope of any settlement at this session, for it was soon evident that our Democratic friends were not disposed to accept the report of the Tariff Board. It now looks as if there would be no legislation on the wool schedule that will be acceptable to President Taft at this session of Congress. The Committee at Washington, however, urged early and late that there should be a settlement of Schedule K based on the report of the Tariff Board. The deplorable condition of the industry was urged as a demand for an early settlement of the question, but it was all without avail. What one political party wants the other objects to regardless of how much merit there is in the question, but the good work will be continued and the fight will be watched until Congress closes its doors for the Sixty-second session of Congress.

The wool growers of the country may not know it, yet I am satisfied that a great work has been done by the Committee that has represented the National Wool Growers Association in Washington this Winter. Some good seed has been sown and many Congressmen have learned something about the sheep industry they have never known before. It has been a campaign of education, and the story of the industry and its importance to the American people has been well told. A splendid exhibit has been maintained there showing the wool as it comes from the sheep's back, carrying it through every process until it reaches the finished product, in a splendid piece of cloth.

The American sheep shearer is better paid than any sheep shearer in the world, still he does not render as good service as the shearer of New Zealand and Australia does for a great deal less money. Poor workmanship is especially expensive around the shearing pen.

The apple grower has made a fortune by sending his apples to market in perfect condition. The wool grower can increase his income if he will exercise more care in handling his wool.

We want **The NATIONAL WOOL GROWER** to represent every sheep raising district in the United States, and therefore we urge you to send us matter for publication that will be interesting to our readers. All are invited to assist in getting up this paper.

When writing to our advertisers be sure to tell them that you saw their advertisement in **The NATIONAL WOOL GROWER**.

Forty-ninth Annual Convention, Cheyenne, Wyoming!

A Bill to Regulate Grazing

Introduced in the House of Representatives, February 10, 1912, by A. F. Lever

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, that the unreserved, unappropriated public lands of the United States shall be subject to the provisions of this Act, and the President of the United States is hereby authorized to establish from time to time, by proclamation, grazing districts upon the unreserved, unappropriated public lands of the United States, conforming to State and county lines so far as practicable, whereupon the Secretary of Agriculture, under rules and regulations prescribed by him, shall execute or cause to be executed the provisions of this act, appoint all officers necessary for the administration and protection of such grazing districts, regulate their use for grazing purposes, protect them from depredation, from injury to the natural forage crop, and from erosion; restore and improve their grazing value through regulation, by the eradication of poisonous plants, and by the extermination of predatory animals and otherwise; eradicate and prevent infectious and contagious diseases injurious to domestic animals; issue permits to graze live stock thereon for periods of not more than ten years, which shall include the right to fence the same, giving preference when practicable to homesteaders and to present occupants of the range who own improved ranches or who have provided water for live stock grazed on the public lands; and charge and collect reasonable fees for such grazing permits, based upon the grazing value of the land in each locality: Provided, That for ten years after the passage of this act such charge for grazing shall not exceed 4 cents per acre nor be less than $\frac{1}{2}$ cent per acre, or the equivalent thereof on a per capita basis and the Secretary of Agriculture shall revise and reestablish maximum and minimum rates of charge for grazing for each succeeding period of ten years.

Sec. 2. That homestead or other settlement, location, entry, patent, and all other disposal of public lands under the public-land laws shall be in no wise restricted, limited, or abridged hereby; nor shall anything herein be construed to prevent bona fide settlers or residents from grazing their stock used for domestic purposes, as defined under the regulations of the Secretary of Agriculture, on the public lands affected hereby: Provided, That after the establishment of any such grazing district no form of location, settlement, or entry thereon shall give a right to grazing privileges on public lands except when made under laws requiring cultivation or agricultural use of the land: Provided fur-

ther, That permits to graze live stock upon land which is subsequently appropriated under any public-land law shall not be affected by such subsequent appropriation, except as to the land actually appropriated, until the end of the current annual grazing period: Provided further, That no permit shall be issued which will entitle the permittee to the use of any buildings, corrals, reservoirs, or other improvements owned or controlled by a prior occupant until he has paid such prior occupant a reasonable pro rata value for the use of such improvements. If the parties interested can not agree, then the amount of such payment shall be determined under rules of the Secretary of Agriculture: And provided further, That when buildings, corrals, reservoirs, wells, or other improvements, except fences, shall have been established on any forty-acre tract to the value of more than one hundred dollars, as determined by rules of the Secretary of Agriculture, such forty-acre tract shall not be subject to settlement or appropriation under the public-land laws during the permit period without the consent of the owner of such buildings, corrals, reservoirs, wells, or other improvements.

Sec. 3. That all water on public lands or subject to the jurisdiction of the United States within such grazing districts may be used for milling, mining, domestic, or irrigation purposes under the laws of the State or Territory wherein such grazing districts are situated, or under the laws of the United States and the rules and regulations thereunder.

Sec. 4. That no grazing permits issued under this act shall prohibit settlers, prospectors, and others from entering upon such grazing districts for all proper and lawful purposes, including the use and enjoyment of their rights and property and prospecting, locating, and developing the mineral resources of such districts; and wagon roads or improvements may be constructed thereon in accordance with law, and all persons shall have the right to move live stock from one locality to another within such grazing districts under such restrictions only as are necessary to protect the users of the land which will be driven across.

Sec. 5. That the users of the public lands under the provisions of this act may select a Committee of not more than four members from the users of any such grazing district, which Committee shall represent the owners of different kinds of stock, and, with the officer appointed by the Secretary of Agriculture in charge of such grazing district, shall constitute an Execu-

tive Board, which shall determine whether the permits for such grazing districts shall be issued upon an acreage or upon a per capita basis, shall make such division of the range between the different kinds of stock as is necessary, and shall decide whether the distribution of the range shall be by individual or community allotments. The Executive Board shall also determine the total number of animals to be grazed in each grazing district, and shall decide upon the adoption of any special rules to meet local conditions, and shall establish lanes or driveways, and shall prescribe special rules to govern the movement of live stock across the public lands in such districts so as to protect the users of the land in their rights and the right of persons having the necessity to drive across the same. The Executive Board, after thirty days' notice by publication, shall also determine the preference in the allotment of grazing privileges provided for in section one of this Act, and shall, under rules of the Secretary of Agriculture, determine the value of the improvements and the use of the same whenever that may become necessary under the provisions of this act in the administration of the same. Fences, wells, and other improvements may be constructed with the permission of the Government officer in charge, who shall record the ownership and location of such improvements. Any differences between a majority of the Executive Board and the officer in charge shall be referred to the Secretary of Agriculture and shall be adjusted in the manner prescribed by him. Any interested party shall have the right to appeal from any decision of the Board to the Secretary of Agriculture. If the users of the land fail to select the Committee as herein provided, the President of the United States shall name such Committee from such grazing districts, representing the owners of the different kinds of stock, as above provided.

Sec. 6. That the Secretary of Agriculture shall fix a date which shall not be less than one year from the establishment of any grazing district, and after such date the pasturing of any class of live stock on public land in said grazing districts without a permit, or in violation of the regulations of the Secretary of Agriculture, as herein provided, shall constitute a misdemeanor and shall be punishable by a fine of not less than ten dollars nor more than one thousand dollars, or by imprisonment for not less than ten days nor more than one year, or by both such fine and imprisonment, in the discretion of the Court.

Sec. 7. That 25 per centum of all mon-

eyes received from each grazing district during any fiscal year shall be paid, at the end thereof, by the Secretary of the Treasury to the State or Territory in which said district is situated, to be expended as the State or Territorial Legislature may prescribe for the benefit of the public schools and public roads of the county or counties in which the grazing district is situated: Provided, That when any grazing district is in more than one State or Territory, or county, the distributive share to each from the proceeds of said district shall be proportional to its area therein. The sum of five hundred thousand dollars is hereby appropriated, to be available until expended, for the payment of expenses necessary to execute the provisions of this act.

Sec. 8. That the President is hereby authorized to modify any proclamation establishing any grazing district, but not oftener than once in five years, to take effect in not less than one year thereafter, and by such modification may reduce the area or change the boundary lines of such grazing district.

Shall the Sheep and Wool Industry Perish?

[By C. A. Minor, Secretary Heppner
County, Oregon, Wool Growers Association]

Stop, think and study. What profiteth a man if he gaineth the whole world and loseth his own soul?

What profiteth the American people if by one stroke of the hand every sheep could be wiped off the face of this great United States of America? I say would it profit us? No, a thousand times no.

The law says plainly that wool growers are entitled to a protection to the extent of operation and a reasonable profit besides. The very life and existence of, not alone the wool industry but all industries are dependent more or less on the protection they receive. Then why single out this one great industry, this wool industry, this one industry above all others? Why should we not have a fair profit and a square deal?

Only last week there appeared an article in Everybody's Magazine, wherein the writer takes the stand that the wool industry has no place in our country, and could and should be carried on in some other land. But he rather encourages the raising of corn and the manufacturing of shoes.

Poor foolish man, does he not know
That hides are free to-day;
But shoes with all the riders gone,
Where, oh where are they?

He then goes on to say: "To protect our wool growers would be to tax a nation of

consumers, to encourage an industry which even the present high tariff has not been able to preserve from a constant decline."

High rate of tariff! Does he not know that there were times last season when wool sold higher in London than in the United States; that the actual protection was less than 5 cents per pound on wool of the first quality, and that 11 cents is only a wolf in sheep's clothing; that all wools now imported into the United States comes under one of three heads: Skirted; No. 2 washed, and No. 3, or carpet wool?

Skirted means the back sides and hips of the fleece, with a shrinkage of about 30 to 35 per cent, taking the place of our American wools with a shrinkage of over 69 per cent, thereby beating us out of one-half of our protection. The duty on the above wool is classed as follows: Eleven cents per pound raw or in the grease; 22 cents if washed and 33 cents scoured. Now two pounds of this wool has about the same shrinkage as one pound of our wool. Now Class II wools pay a duty of 12 cents in the grease, but unlike wool of the first class, if washed the duty remains the same, hence we find with a shrinkage of 20 per cent the manufacturer can get the same results from 100 pounds of this wool as he can from 250 pounds of our home wool. And last but not least is the importation of carpet wool, with a duty of from 4 to 7 cents per pound, based on a value, if above or below 12 cents per pound, carrying a shrinkage of as low as 15 per cent. Is it any wonder this particular branch has increased beyond meets and bounds, and explains why we are wearing carpet on our backs to-day.

High Rates of Tariff.

Does any sane one think the difference if free or protected would buy you a drink? No, if we would wash, scour, and lay free at his door you would pay for your clothing the same as before. We find upon investigation that four pounds of wool in the grease is required to make one pound of cloth, and one pound of cloth is equal to one yard, as used in an ordinary suit of clothes. Hence we find that with wool selling here at 12½ cents per pound (which was the average price last season) that the producer receives exactly \$1.25 for the wool that is required in the manufacturing of an all wool suit of clothes, that sells from \$35 to \$50, allowing three and one-half yards to the suit. Now do not be misled; we are to-day producing the finest wools of the world, Australia not excepted.

We will concede (with Mr. Childs, in Everybody's) that our flocks are fast disappearing. Our census returns for the year 1909 show that we reached the grand total of 61,000,000 sheep in this whole United States of America. Our 1910 statistics show a decrease of nearly 10,000,000 head. Now with no figures yet available for 1911 but with our rapidly increasing population,

and a correspondingly increase in the consumption of mutton and with a decrease of nearly 10,000,000 head last year, it is safe to predict that the 1911 census will not be far from 40,000,000,—a decrease of one-third in about two years. I say, is it not startling?

I have just alluded to the constant increase in the consumption of mutton. Our census returns give the total number of sheep slaughtered in the United States last year at 16,000,000, or one-third of all the sheep in the United States to-day. Now we can remember (and not have to shake up our mutton heads much, either) when mutton was not a popular food, but to-day it ranks first for purity, cheapness and the most healthful of all meat diets. Our statistics of the United States Bureau just submitted, contain the following table, showing the number and kind of animals condemned for tuberculosis for the year 1910:

	Number	Whole carcass condemned	Parts of carcass con'd
Cattle	9,651,723	24,702	40,299
Hogs	35,800,000	45,000	791,735
Sheep	10,992,270	21	1

I would say it was a black 1.

We, as sheepmen, are proud of our flocks, proud of this table we submit to your learning; proud to know that we deal in nothing but the pure and the clean. Then why single us out; why make us carry the whole burden of the high cost of living?

The present law comes no nearer satisfying or meeting the requirements to-day (as far as protection is concerned) than would the reading of a bill of fare in one of our large restaurants satisfy the cravings for hunger. Congress is now in session. The findings of the Tariff Board are now no doubt in the hands of the President, the evidence is being placed before the jury (our Congressmen) who are to determine whether or not this great sheep industry, (represented by nearly 1,000,000 American citizens) shall or shall not exist.

It is therefore the duty of every sheep breeder in every county and State who has a friend, or has a friend that ever had a friend, to wire our Representative to-morrow, to work for the passage of a law that will place our wool upon a scoured basis, granting us a reasonable protection—no more, nor no less—and that we as American citizens expect and demand the same.

The wool grower who fails to do this, (without a good cause) fails to do his duty as a sheepman, and should be classed as a black sheep.

I know there is an old and true saying, "As long as there is life there is hope," but when the calf's tongue is protruding go quick and loosen the rope.

Forty-ninth Annual Convention, Cheyenne, Wyoming!

President Gooding's Address

To Wool Growers at Delaware, Ohio, February 10, 1912

I CAN assure you that it is a great pleasure for me to meet the flockmasters of this part of the great State of Ohio, and to discuss with you the problems which confront our industry.

My life's work has been along the same plane as yours—that of farmer and flockmaster. My early boyhood days were spent on the farm in Michigan. At the age of 17 the Western fever took possession of me, and I went to California, where I found employment for a few years on the great wheat farms in the Sacramento Valley. Then, just at the end of my boyhoods days, I settled in Idaho. From the first Idaho has been kind to me. I love her great mountains and broad plains, and I love her people. The citizenship of Idaho is made up of citizens from every State in the Union; and in their veins flow some of the best blood in America. Nature has been especially kind to my State, for the elements never go to extremes there; blizzards and cyclones are unknown, and in the richness of her natural resources Idaho ranks with the greatest States in the Union. But I am not here to tell you of the greatness of my State, but to discuss with you the importance of a thorough organization of the wool growers of this country.

Let me say that I did not accept the Presidency of the National Wool Growers Association for the honor of that office, nor for the salary, for it pays no salary. Twice my people have elected me Chief Executive of my State, the greatest honor it can bestow upon a citizen. I accepted the Presidency of the National Wool Growers Association because I saw in the great agitation that was going on all over the country for the revision of Schedule K, a grave danger confronting our industry; I thought if I could be a factor in any way in impressing upon the wool growers of this country the importance of a thorough organization, so that we might present our case intelligently and fairly to Congress, and to the American people, so that when Schedule K was revised its revision would be a fair and honest one to the flockmasters of this country, I would be doing a work of which any man might well be proud. I have been a flockmaster for more than a quarter of a century. I have seen the ups and downs in the business, and it was my misfortune to be in the business during the years of free trade under the Wilson Bill. I saw our industry struggle and go down to ruin in its efforts to compete with the cheap wools of the world. During those four years of free trade, the doors

of the slaughter houses of this country had to be thrown wide open to receive the sheep that were sent to market; and at the end of those four years this country had lost more than ten millions of its sheep. Those of us who remained in the business did so through a fearful struggle and sacrifice. Some of the best flocks in this country, on which a life time had been spent in building up a high standard in the production of both wool and mutton, were sent to the slaughter house, and the work of a life time was lost, and it was only through niggardly economy and the reduction of wages that any of us were able to remain in the business and hold on to the remnant of our flocks, hoping that the day would soon come when the American people would realize the great mistake they had made, and again protect our industry from the cheap wools of the world. The American people saw their mistake. Our industry was again given protection under the leadership of Ohio's greatest citizen, William McKinley, the friend of the flockmaster and of all the people. But our prosperity was not to be permanent, for through the agitation of Schedule K, the manipulations of the importers of wool into this country, and the increased cost of production, the great industry has been reduced to a deplorable condition. Wool is lower to-day than it has been for a number of years. There has been a steady decline in its price for the past two years. While the price of wool has been going down woolen goods have been going up. Yet, the muckraking writers of the country charge the flockmaster with being largely responsible for the high price of woolen goods. No question before the American people has been discussed so much in the past two years as Schedule K, and no schedule of the tariff laws seems to be so little understood. It is called technical by many, and it is very easy for any one writing about Schedule K to make the people believe that we are responsible for the high price of woolen goods. It is our duty, fellow flockmasters, to explain Schedule K to the American people fairly and honestly, and show them that the flockmasters of this country are not responsible for the high price of woolen goods. The discussion of Schedule K attracted so much attention that President Taft appointed a Commission of five, to make a thorough investigation into the cost of the production of wool and woolen goods in this and foreign countries. More than a quarter of a million dollars has been expended in this work, and experts have been

sent to all of the great wool producing and manufacturing countries of the world to learn the cost of the production of wool and woolen goods in those foreign countries. The work of the Commission has been completed, and its report submitted to Congress. After a careful and thorough review of the report, it must be admitted that it is very conservative. If the Board has erred at all, it has not been in the interest of the flockmaster, which I will show you later. However, the flockmasters of this country have accepted the report of the Commission and we are now asking Congress for a speedy revision of Schedule K based on the report of the Board.

In presenting our case to Congress, we have not made it a political issue. We have had as many Democrats as Republicans in Washington, pleading with the Congressmen of both political parties, to give us relief and an early settlement of the question. We do not want to make it a political issue, but if Congress will not give us the honest difference in the cost of production at home and abroad, then we must carry our fight to the people. We can only meet this issue, fellow flockmasters, by a thorough organization in every State in the Union. Ohio's 72,000 flockmasters can be a mighty factor in the defense of their industry, if they will organize and demand a square deal for the sheep industry.

I regret very much that I can not bring you some word of encouragement from Washington. At the present time it looks almost impossible to get the two political parties to agree on a measure based on the report of the Tariff Board; but we are not going to give up the fight until Congress closes its doors for this session. I do not want to believe that any great political party wants to again destroy our industry, but, unfortunately for us, fellow flockmasters, we find the Democratic party, as a party, opposed to protective tariffs. They insist on calling the product of our labor "raw material," and in this fight we must not overlook the statements of men high in the councils of that party. William Jennings Bryan has declared for free wool. In Mr. Bryan's public utterances, it is plain that he does not understand the importance of the great live stock industry of this country to the American people. He says: "There are not to exceed 22,000 persons in the United States engaged in the sheep industry: owners, herders, shearers and all," which the facts are, as shown by the Government statistics, there are 610,000 wool growers in the country, to say nothing of

the army of men that are employed to care for our flocks. Mr. Bryan is about as near right on the tariff question as he was on the issue of the free coinage of silver a few years ago, when he tried to make the American people believe that the remonetization of silver at the ratio of sixteen-to-one, would cure all the evils that existed in this country at that time. Those of us who were in the sheep business, knew only too well that it was not the demonetization of silver that fixed the price of wool in the Western States at from 4 to 8 cents per pound, and in the Eastern States at from 10 to 14 cents per pound, and the price of a fat wether at \$1.00. We learned from experience that it was the competition with the cheap wools of the world that destroyed our industry. Mr. Bryan, in my opinion, is the most dangerous man in America to the farmer and flockmaster, and we must make no mistake as to what his free trade policies mean to the farmer.

Now let me read to you what Mr. Underwood, Chairman of the Committee on Ways and Means in the House of Representatives, said, when the Underwood Bill was under consideration in the special session. This will be found on page 26, in the report of the Ways and Means Committee of the House of Representatives.

Mr. Underwood said:

"It is maintained by a very large number of our best economists and statesmen that the economic situation involved in our rapid progress as a nation requires that our ports should be thrown open to the importation of wool free of duty; and this view, based on the most profound consideration of the public welfare, has found expression in Democratic legislation. It is the constant intent of the Democratic party to make the burden of tariff taxes as light as possible for the people, and to levy tariff taxes on a revenue basis as promptly as possible, for the party recognizes no justification whatever for tariff taxes except the necessity of revenue."

Mr. Underwood goes on to say:

"The bill H. R. 11,019 is not to be construed as an abandonment of any Democratic policy; but in view of the Democratic platform for a 'gradual reduction of the tariff,' and of the depleted and depleting condition of the public treasury, a result of Republican extravagance, a tariff of 20 per cent ad valorem on raw wool is now proposed as a revenue necessity."

I have been in Washington a little more than a month, and am impressed more than ever with the importance of thorough organization of the wool growers of this country. I find that Mr. Underwood represents the sentiment of the Democratic party, very fully, when he says that House Bill 11,019 must not be construed as a departure from the Democratic principle, that calls the product of our labor "raw material," and they believe that raw material ought to be on the free list. I find

a few Republicans in Congress agreeing with the Democrats in this, but I thank God there are not many who take this position. From what I have learned of the conditions that exist in Washington, I am satisfied, that only a thorough organization of the flockmasters of this country will save the industry. We have had free wool. We know what it means, and every man in the business should give it his support and his manhood, and fight for a settlement of this question based on the Tariff Board's report. They tell us that the flocks of this country have been protected for a number of years, and yet they have not increased so as to furnish all the wool that is consumed in this country. They forget that our industry has been a political foot ball for more than forty years. No industry can prosper and grow when it is threatened every four years with free wool, or with a reduction in the duties on wool. So, it is not strange that our industry has not grown and prospered as it should in the past. There is no truer saying than "The burnt child is afraid of the fire." The American farmer has not forgotten the wreck and ruin that was wrought upon our industry during those four years of free trade. So it is not strange that the American farmer will not venture into the industry to any great extent until he has reasons to believe that the industry is not going to be the political foot ball in the future that it has been in the past. Give us the honest difference between the cost of production in this and foreign countries, and reason to believe that the question is settled for a number of years, and the flocks of this country will soon be doubled. Congress never had a fairer proposition presented to them, than this one presented by the flockmasters of to-day. We are not asking for a profit, but for a fair and honest measure that will protect our industry.

Every flockmaster in Ohio should write to his Senators and Congressmen, and ask them to stand squarely on the report of the Tariff Board, and to work and vote for a speedy settlement of the question. Tell them, if you please, that we are tired of being a political foot ball. Tell them that many of us are growing old in the business, and that we want a few years of peace before we die. If your Senators and Congressmen are not willing to take this stand and work and vote for a settlement of the question at this session of Congress, based on the report of the Tariff Board, then they are not your friends, and are not entitled to your support in the coming election. No flockmaster in this country should support any man for Congress, who calls the product of his labor "raw material." There is no such a thing as "raw material" after it has been touched by labor; and labor wherever it is found in this country is entitled to the same consideration, whether it be in the mill or on the farm.

I see men before me to-day who have spent a life-time in building up their flocks, until they have reached a high standard of perfection in both wool and mutton.

From the blue-blood Merinos of Ohio and Vermont was laid the foundation of the great Merino flocks of Australia and New Zealand. The highbred sheep of Ohio to-day find a market all over the world. Some of your breeders are now on their way to South Africa with some of the splendid rams that are produced in this State. Ohio has furnished some of the best breeders of sheep the world has ever known. Many of them have passed away, and their sons have taken up their work; and, oh! what a work of eternal vigilance and care it is. Neglect the high bred flocks of Ohio for one year, and the work of a life time is lost; yet the products of these splendid breeders are called "raw material." Let me say that the high bred sheep of Ohio, the fat sheep, the fat steer, the wheat, oats, barley, the wool, and everything that is produced on the farm by labor, is as much the finished product of the farmer, as the output of the mill is the finished product of the manufacturer. A. represent labor; and all should be treated alike.

Do you know that here in Ohio, and in some of your adjoining States, you produce the best wool in the world?—that the Army and Navy of the United States are dressed in cloth principally made from wool grown in Ohio? In the days of the Civil War this Government required that all cloth for the Army and Navy should be made out of American wool. It was a War measure, and put into effect to encourage wool production in this country, for wool is conceded by all to be a great necessity in times of war. The great Napoleon attributed his defeat in Russia more to the lack of woollen clothing for his men, than to any other one cause. This Government, however, has since discovered that cloth made from American wool stood a very much stronger tearing test than wools produced in any other country. The wearing quality of wool depends solely upon the strength of the wool fiber from which it is made. In its contracts to-day for cloth, this Government specifies that cloth weighing thirteen ounces to the yard, shall stand a tearing test of sixty-five pounds to the inch in the direction of the warp. A piece of cloth is placed between two clamps and thumb screws are applied, and a tearing pressure of sixty-five pounds applied to the cloth. If one thread of wool breaks, the cloth is condemned. There is no wool grown in the world, with the exception of that grown in Ohio, and some of your adjoining States, a little in Nevada, a little in my own State, Idaho, and some in Oregon that will stand the high tearing test that this Government demands to-day for the cloth for the Army and Navy. One manufacturer told a representative of the

National Wool Growers Association, that he had tried mixing foreign wools with wool grown in Ohio, hoping in this way to get cloth of the strength demanded by the Government; but upon testing it failed to come up to the qualifications required. So to-day, not because it is the law, but because no other wool can be found that will meet the test required by this Government, every yard of cloth that is used in the Army and Navy is made from American grown wool. Some manufacturers go so far as to say that cloth made from Ohio wool, and the other States which I have mentioned, possesses a wearing quality 50 per cent greater than cloth made from a similar quality of wool grown anywhere else on earth. The American people do not know that we grow the best wool in the world in this country, and we owe it to our industry to see that they do know it. A suit of clothes made from Ohio wool is cheaper for the man that buys it and wants to wear it out, than a suit of clothes made from any foreign wool, even if the wool did not cost the wearer a penny. When any country can grow the best material of any kind, in my opinion, that is so important to its people, whether in peace or war, it becomes the duty of that Government to encourage that industry, whatever it may be, and to see that it is not destroyed by the products produced by cheaper labor in foreign countries. Again I want to object to our product being called "raw material." It takes more labor to produce the wool clip of this country than it does to manufacture it into cloth, and there is more money invested in the sheep industry than is invested in the manufacturing of all the wool, of all the shoddy, and of all the carpets, and everything that is made by the woolen mills of this country. I have never been able to understand why any party should insist that the manufacturer and his employees should be protected against the cheap labor of foreign countries, and the farmer and the flockmaster forced to compete with the cheap labor of all the world. Surely the farmer and his employees are just as intelligent, and surely they are just as good American citizens! There is no higher type of citizenship on earth, than can be found on the American farm. In peace, or in war, the American farmer can always be depended upon to serve his country. Ninety per cent of the American farmers and their employees are American citizens. Is this true in the mills of this country? I think not. When the great strike was on in the woolen mills in Lawrence, Massachusetts, a few days ago, the strikers were holding a meeting in the City Hall. There was a call for the appointment of a Committee of twenty to represent five different nationalities; five Committees of four members each. When it came to the appointment of the Committee to represent the English speaking workers, only three

out of the 1,600 in the hall could speak the English language, and yet the product produced by the labor of these men is called the finished product, and both parties have always protected it. I quite agree that as far as the difference in the cost of production in manufacture in this country and abroad is concerned, that it should be protected; but I am not willing to accord any special rights, or any special privileges to this kind of labor, or to those men who employ them. A spirit of fairness and justice is all we ask. If it is going to be the policy of any party to protect labor in any part of this country, or in any industry, then that protection should be extended to all alike.

Now I want to review briefly with you the report of the Tariff Board, and you must be the judge, whether you think it is possible for the American flockmaster to compete with the conditions that we find in the great wool producing countries of the world. The Governments of Australia and New Zealand have done more to encourage the live stock industry, than any other countries on earth. They are now building hundreds of miles of railroads, that will open up new ranges for the flockmasters of those countries; and it is said that all the great country available for grazing purposes will be within 100 miles of a railroad, when this system is completed.

Australia's kindness to its flockmasters is shown by the easy terms upon which it leases its lands. Leases are entered into for from five to twenty years, and the Government furnishes the land so cheaply to the flockmasters that the Tariff Board has found the total cost to the Australian flockmaster for feed to be only 8 cents per head for the entire year. So liberal are these governments to their flockmasters, that they are not only able to grow a splendid fleece of wool, but they have such an abundance of pasture for the 8 cents per head per year, that they are able to fatten their old sheep and lambs for the market without any additional expense for feed. Are you prepared to compete with conditions of this kind? It is the Australian Government that is putting you out of business, and not the flockmasters. Compare the conditions in Australia with Ohio, if you please; and it is safe to say that it costs you more than twenty times as much to maintain a sheep and fatten it for market, than it does the Australian flockmaster. Have you any hope to remain in the sheep industry, if you are forced to compete with a country where the Government subsidizes its flockmasters?

Not only has the government assisted in building up a great live stock industry in Australia and New Zealand, but it must be admitted that these countries have a decided advantage through climatic conditions over our flockmasters in some parts of this country. Their sheep are grazed on

the pasture all the year round. No feed is prepared for the Winter months, for Winter is unknown; and conditions are such there that great tracts of land are fenced into what are called paddocks. This gives the flockmasters of Australia a decided advantage so far as labor is concerned, for on some of those great runs, as they are called, one man has been known to take care of as many as 20,000 sheep the year round. The work is done on horseback, a man riding through the paddock from day to day, giving such assistance as may be necessary. The Board estimates that the entire cost of labor for running sheep in Australia is 7 cents per head for the entire year. The report of the Board shows that there is not an item of expense connected with the industry in Australia and New Zealand but what is cheaper there than it is in America; even including the freight rates to our own markets.

The conditions in South America are very similar to those in Australia, for there the paddock system is also used, and the labor cost is very light. In South America the native labor is used for handling the flock of that country to a very large extent. We find from the report of the Board that much of the native labor is employed for as low as \$8.00 per month, including board. Some Scotch labor is used which is paid as high as \$30 per month. The Board gives the average labor cost in South America, including the cost of board, at \$26.77 per month. The South American governments, like Australia, encourage the great live stock industry, both sheep and cattle. Special laws are passed for their interest, and the land in South America is sold to the flockmasters so cheap, and the rental so low, that they have a decided advantage over the flockmasters of this country. Land is so abundant in that country, and the climatic conditions are such that no food is prepared for the Winter months. So here we find another great country, where the government recognizes the importance of the live stock industry, and asks only a pittance for its lands, and more than that, they furnish labor so cheap that American flockmasters cannot hope, if the bars are let down, to compete with it in our own market.

The most startling labor conditions that we find come from Russia and South Africa. The Board has not reviewed the sheep industry in Russia, but I find from reports of our Consul at Moscow, that he gives the daily wage at from 10 to 20 cents to the shepherd, and that this is not paid in money, but is given in food, just enough to sustain life. The same report shows that Russia has a capacity for 300,000,000 sheep. If the yoke of tyranny were broken in Russia, that great country has land enough to feed the entire population of the world at the present time.

In Africa we find that the lands are

not only given to the flockmasters for a mere pittance by the Government, but that labor there is so cheap and so abundant, that as an item of cost in the production of wool and mutton, it is very low. In the Transvaal country the price is \$10.00 per month. In Natal, \$4.87 per month; Cape Colony, from \$2.43 to \$7.30 per month; in the Orange Free State, from \$2.50 to \$4.00 per month, and in Rhodesia herders receive the magnificent sum of \$1.21 per month and board.

These are the conditions which we find in the principal wool producing countries of the world. The Board reports the following wages paid in the United States, which includes the cost of board. For the Southwestern States, it finds that labor is paid from \$33.00 to \$49.00 per month. In the Northwestern States the Board finds that labor is paid on an average of \$66.00 per month, including board. So we find the average for the Western United States to be \$53.50 per month.

Take the figures given by the Tariff Board in freight on wool from the great wool producing countries, and we find that there is not a flockmaster in these countries but what can lay his wool down cheaper in the Boston market than the American flockmaster, so far as the freight is concerned. Figured on the scoured basis, we find that it costs the American flockmaster, in the eleven range States, 6 cents to lay one pound of wool down in the Boston market. Figuring on the same basis, we find that it costs the Australian flockmaster 3 cents to lay one pound of scoured wool down in the Boston market; and from South America, 1½ cents. From London docks in England, it costs only one-quarter of a cent, if you please, to lay one pound of scoured wool down in Boston. All of this wool, of course, is shipped to Boston in the grease. But the only thing of any value to the manufacturer of wool is the clean contents of a pound of wool. It is the only thing that the manufacturer buys and pays for, and upon the shrinkage of wool depends the value of a pound of wool. With freight rates less than half what the American flockmaster must pay; with labor hardly an item of cost at all, in some countries; and with the governments themselves doing so much for the flockmasters of the great wool producing countries of the world, I ask you, What chance has the American flockmaster if he is forced to compete with these countries? I will leave you to be the judge. Here are a few tables showing the figures of the entire cost of labor, and for feed and for freight rates. They will prove interesting:

Average Labor Cost Per Sheep.

United States.....	\$.82
South America.....	.23
Australia.....	.07

Labor Cost Shearing per Sheep.

United States.....	\$.09½
Australia.....	.07
South America.....	.06
Africa.....	.02

Total Labor Cost, Including Shearing, of Handling 52,000,000 Sheep.

United States.....	\$47,580,000
South America.....	15,080,000
Australia.....	7,280,000

Cost to Feed 52,000,000 Sheep One Year.

United States.....	\$23,400,000
South America.....	18,200,000
Australia.....	4,160,000

Taxes per Sheep.

United States, per head.....	\$.05
South America, per head.....	.04
Australia, per head.....	.02½

Taxes on 52,000,000 Sheep.

United States.....	\$2,600,000
South America.....	2,080,000
Australia.....	1,300,000

Freight on One Pound Scoured Wool from the Growers' Railroad Station to Boston.

Western United States.....	\$.06
Australia.....	.03
South America.....	.0105
London, Dock.....	.0025

Freight Cost to Market 56,875,000 Pounds of Scoured Wool.

Eleven Western States.....	\$3,412,500.00
Australia.....	1,706,250.00
South America.....	597,187.50
England.....	142,187.50

Investment per Sheep Exclusive of Land.

United States.....	\$5.30
Australia.....	6.00
South America.....	4.00
Africa.....	2.90

Total Expense per Sheep Without Interest.

Ohio.....	\$2.44
Western United States.....	2.11
South America.....	1.15
Australia.....	.93
Africa.....	.93

Interest per Sheep on Investment Exclusive of Land.

Ohio.....	\$.318
Western United States.....	.477
Australia.....	.30
South America.....	.22
Africa.....	.145

Average Cost per Sheep Including Interest.

Ohio.....	\$2.758
Western United States.....	2.587
Australia.....	1.23
South America.....	1.37
Africa.....	1.075

Cost to Produce One Pound of Grease Wool Without Interest.

Ohio.....	\$.19
Western United States.....	.11

Average United States.....	.096
South America.....	.045
Australia.....	.00
Africa.....	.00

Average Weight of Fleece.

United States.....	7.3 lbs.
Australia.....	7.25 lbs.
South America.....	7.5 lbs.
Africa.....	6.5 lbs.

Interest Cost to Produce Grease Wool.

Ohio.....	\$.318 per fleece	\$.0435 lb.
Western U. S.....	.477 per fleece	.0653 lb.
Average U. S.....	.429 per fleece	.0585 lb.
Australia.....	.30 per fleece	.041 lb.
South America.....	.22 per fleece	.03 lbs.
Africa.....	.145 per fleece	.022 lb.

Cost to Produce Pound of Grease Wool.

	Without Interest	With Interest
Ohio.....	\$.19	\$.233
Western U. S.....	.11	.175
Crossbreds, U. S.....	.00	.0435
Average, U. S.....	.096	.154
Australia.....	.000	.041
South America.....	.045	.075
Africa.....	.00	.022

Shrinkage of Wools.

Ohio.....	.60 %
Western United States.....	.62 %
Average United States.....	.60.4 %
England.....	.25.1 %
Australia.....	.48.54 %
South America.....	.51.04 %
Africa.....	.58.4 %

Cost to Produce One Pound of Scoured Wool Without Interest.

Ohio.....	\$.475
Western United States.....	.289
Average United States.....	.242
Australia.....	.00
Africa.....	.00
South America.....	.092

Cost to Produce One Pound of Scoured Wool With Interest.

Ohio.....	\$.58
Western United States.....	.46
Average United States.....	.389
Australia.....	.079
South America.....	.153
Africa.....	.053

Wool Production of Competing Countries.

United States.....	325,000,000 pounds
Australasia.....	941,900,000 pounds
South America.....	528,100,000 pounds
Africa.....	131,000,000 pounds

Cost to Produce 109,966,195 Pounds of Scoured Wool.

United States.....	\$.389 lb... \$42,776,849.85
South America.....	.153 lb... 16,829,417.83
Australia.....	.079 lb... 8,687,329.40
Africa.....	.053 lb... 5,828,208.35

After a careful review of the Tariff Board's report, the officers of the Na-

tional Wool Growers Association have found that it costs 24 cents more to produce a pound of scoured wool in this country than it does in Australia. This is without any interest on the investment. I want to review briefly with you a few findings of the Tariff Board. For instance, the small flockmaster on the farm is not given any labor expense, outside of the expense for shearing. The Board figures that the fertilization from the sheep offsets all the labor charge against the flock. The farmer is not allowed any profit on the feed furnished to his flock. The actual cost of production, and not the market price is given him. Then, he is not given any interest on his investment. In the West the flockmaster is allowed, for what time he works with his flocks, the same price for which he could employ a foreman, for, say, \$100.00 per month. Neither is he allowed any interest on his investment, nor any profit. So I think we have a right to say the Board has been conservative in its figures, so far as the flockmasters of this country are concerned. We are clearly entitled to a fair interest charge, and we are going to ask Congress to give it to us, and we are going to ask for a law assessing the duty against wool based on the scoured content of the wool. Schedule K, as it stands to-day, has been a deception and fraud to the flockmasters of this country, and we want it revised.

When Schedule K was first enacted, the wools of this country, and of all the world, shrank about the same, and the average shrinkage at that time was conceded to be 66 2-3 per cent. It was upon this shrinkage basis that Schedule K was enacted. The whole foundation of the law is based on the assumption that wools shrank 66 2-3 per cent. Schedule K provides that wool entering this country, in the grease, shall pay 11 cents per pound. If washed, which is supposed to remove one-half of the dirt, 22 cents per pound. If scoured, which removes all the dirt and other foreign substance, 33 cents per pound. This proves conclusively that the framers of the law believed that it took three pounds of grease wool to make one pound of scoured wool. This provision of Schedule K has been carried through all of its re-enactments. The law goes further and provides that the manufacturer shall be given a compensatory duty; this to compensate him for the increased price he is supposed to pay because of the tariff on wool, and protects him with a compensatory duty of 44 cents on the pound of cloth that may be imported into this country; and it is conceded that wool shrinking 66 2-3 per cent requires four pounds of wool to make one pound of cloth. So it must be conclusive, it seems to me, that it was the intent of Congress all the way through, every time that Schedule K was re-enacted, to give the wool grower of this country a protec-

tion of 33 cents per scoured pound on all first class wools imported into this country in the grease. Schedule K provides that second class wool shall pay a duty of 12 cents per pound, and by a skillful manipulation of words, admits second class wool washed at the same price; but provides if second class wool comes in scoured, that it shall pay 36 cents per pound duty. It is a well known fact that no second class wool comes in scoured, but that practically every pound of it comes in washed. This is what has been called the "nigger in the wood pile," or the "joker" in Schedule K.

In good strong, healthy wool, there is always a certain amount of grease to be found; so it is not strange that sheep exposed to all kinds of weather and all kinds of conditions, get a great deal of dirt in their fleece during the year. So the fleece as it is shorn from the sheep's back is called wool in the grease. To the wool growers it is a well known fact that some parts of the fleece are very much lighter than other parts. It is by selecting the lightest fleeces that can be found in the world, and then taking the lightest part of these fleeces, that the importers beat Schedule K when shipping wool into America. Now let me show you how the importer beats Schedule K, and you will understand why we want that Schedule revised, and the duty on wool assessed on the clean contents of a pound of wool. He looks the whole world over for light shrinking wool to ship to America; in fact the whole wool world has been pitted against Schedule K. In Australia they go so far as to "willow" the fleeces. "Willowing" them means shaking them over a wire screen, so as to remove all the dirt possible. The lightest fleeces of the flock are taken; the dirty wool around the neck, legs and belly are taken out. This is called "skirting." In this way it is plain to be seen how all the lightest fleeces and the lightest parts of the fleece are shipped into America. The same is done in South America, and a phrase has grown up in the wool markets to-day, in speaking of a light fleece of wool, as being "fit for the American Trade." Not that America needs any different kind of wool than any other country on earth, but being light in shrinkage, more clean wool can be brought in for 11 cents per pound. For instance, we will buy 100 pounds of wool in the London market, ship it to America, and pay the duty of \$11.00. We will scour it, and we find that we have washed away sixty-six and two-thirds pounds of dirt and grease, and have thirty-three and one-third pounds of clean wool left. This is just what the law presumes will happen with wool that is shipped into this country. But Mr. Importer never buys that class of wool. He takes the lightest he can find, and the average wool that he ships in here will not shrink more than 40 per cent. Now we

will buy the second hundred pounds of wool, ship it to America, and pay the \$11 duty. We will scour it, and we find that we have washed away forty pounds of dirt and grease, and have sixty pounds of clean wool left. So we find that we have imported into this country, under Schedule K, sixty pounds of scoured wool for \$11.00 instead of thirty-three and one-third pounds, as the law presumes is being done. So, this is the way Mr. Importer has beaten Schedule K and has nearly cut our protection in two. Why, in Australia they go so far as to advertise rams "fit to produce wool for the American trade," so you can understand why the officers of the National Wool Growers Association are making a fight for a law basing the assessment of wool duties by the Government on scoured wool. I have been unable to understand why the wool growers have submitted to this outrageous deception so long.

When I was elected President at Portland a year ago, I said that when Schedule K was revised, we should see that it told the truth, instead of a lie; that it gave the flockmaster the full measure of protection it promised; that it meant what it said, and said what it meant. The officers of the National Wool Growers Association have left nothing undone during the past year to present the iniquities of Schedule K to the President, the Tariff Board, and to Senators and Congressmen. It is very gratifying to the officers to know that the Board has endorsed the principle of assessing duties on wool on the scoured basis. If Schedule K is revised on the recommendation of the Tariff Board, this Government will have an honest and scientific law for the collection of the duties on wool, and the wool grower should receive the full measure of protection that the law gives him.

We have heard a great deal, fellow flockmasters, about the high cost of living in the past few years, but I do not believe it is necessary for any man to take a candle to look for the cause of high cost of living in this country. The great corporations that have a monopoly on the necessities of life, together with the small combinations that can be found in every State in the Union, and almost every city and town, together with our expensive distributing system, are the principal reasons for the high cost of living. We had a reciprocity bill passed in this country with Canada, to reduce the high cost of living. Canada defeated reciprocity, and the farmers will not be in any danger from that source again for some time to come. Then we had a farmers free list bill passed, to reduce the high cost of living. President Taft vetoed that bill, for which the farmers of this country should be very thankful. I deny that the farmers and flockmasters are responsible for the high cost

of living. Statistics show that the great farm products of this country for 1910 were worth something over thirteen billion dollars. Out of this enormous sum, the farmers received six billion dollars. The rest was used for distributing the farm products to the consumer. It is safe to say that there is not 10 per cent of the capital and labor employed in distributing the products of the farm and range that is invested in the tilling of the farms and tending the flocks of this country, and yet we find that they receive a billion dollars more for their investment and labor, than the forty million farmers and flockmasters and their employees. The consuming masses of this country will never have any relief, in my judgment, from the high cost of living until this Government exercises a supervision over the great corporations that have a monopoly on the necessities of life; and the States have a great work to do in enforcing their anti-trust laws. It is the traffic in farm products after leaving the farm that is responsible for the high cost of living in this country.

Let me show you what the flockmaster receives for the wool in a suit of clothes. I am dressed in a suit of clothes that cost me \$50.00. It is a heavy Winter suit, and said to be of very fine quality. I hope it is made of Ohio wool, for if it is I know I have something good. I find upon investigation that the flockmaster received \$1.96 for all the wool that is in this suit, and that the manufacturer sold the cloth for \$2.00 per yard. There are three and one-half yards of cloth in this suit. So all the cloth for this suit of clothes cost \$7.00, which represents all the wool grower received, all the railroad received for hauling the wool, all the commission men received, and all that the manufacturer received for manufacturing it into cloth; and it represents all the tariff on the wool, and all the tariff to the manufacturer. Seven dollars, if you please, out of fifty leaves \$43 for the man who sold the cloth to the tailor and the tailor for making it into a suit of clothes, and furnishing the few trimmings that go with it. The officers of the National Wool Growers Association made an investigation into the high price of woolen goods, and we found that the man who distributes cloth to the tailors of this country gets more out of a yard of cloth than the wool grower and the manufacturer combined. This Government would make no mistake, in my judgment, if a thorough investigation was made into the methods and manner in which the output of the great mills of this country are contracted for by a few wholesale men, and then distributed to the people. I doubt very much if the American people would buy clothes one penny cheaper if the wool was given to the manufacturer. The Payne-Aldrich bill put hides

on the free list, to give the people cheaper shoes, and I am sure we can all remember the promises made for cheaper shoes. What was the result? The farmer's beef hides went down 30 per cent in price, and leather, that is controlled by the trusts, went up 30 per cent; and shoes have been going up ever since. This Government lost two million dollars in revenue, which was collected each year when there was a tariff on hides. The people have been taxed to make up this two million dollars in revenue, that was lost by hides being put on the free list, and they have been paying more for their shoes, and the farmer receiving less for his beef hides.

The tariff on lumber was reduced from \$2.00 to \$1.25 per thousand, and lumber is higher to-day than it was when the tariff was reduced; and the Government has lost one and a quarter million dollars in revenue. During the time of the hearing on the Payne-Aldrich Bill, when the question of the duty on lumber was being discussed, contracts were exhibited, which had been made with the Canadian lumbermen, and these contracts especially provided that in case the duty on lumber was reduced, the Canadian was to be given the benefit of the reduction in the duty. So again, the people have been taxed to make up this million and a quarter dollars in revenue that the Government lost, and at the same time they have been paying more for their lumber. In my opinion it is a crime for any party to reduce the tariff or put any article on the free list, unless they are assured that the people are going to be benefited for the loss of the revenue which the Government must sustain. Until this Government regulates the great corporations of this country, that have a monopoly on the necessities of life and practically everything that is used in this country, the people will not be relieved from the high cost of living, regardless of tariff legislation. This Government is regulating its great railroad systems through the Interstate Commerce Commission, and I am sure we will all agree that the Commission is doing a great work.

I sometimes wonder if the American farmers realize what the farmers free list bill, that was passed at the special session, meant to them. Let me read to you the products of the farm that were put on the free list.

Beef, veal, mutton, lamb, pork, and meats of all kinds, fresh, salted, pickled, dried, smoked, dressed or undressed, prepared or preserved in any manner; bacon, hams, shoulders, lard, lard compounds and lard substitutes, and sausage and sausage meats. Buckwheat flour, corn meal, wheat flour and semoline, rye flour, bran, middlings, and other offals of grain, oatmeal and rolled oats, and all prepared cereal foods; and biscuits, bread, wafers,

and similar articles not sweetened.

With this bill practically all of the farming machinery, including barbed wire, salt and many other things which the farmer uses, were put on the free list; but if there is any article on the list that is not controlled by the trusts, I have not been able to find it. To put them on the free list would not have meant that the farmers would have bought them a penny cheaper. In the first place, the farmers of this country can not use foreign made machinery, for as a rule it is not fit for use in this country, and then these corporations are not confined to this country alone. It is a well known fact that the steel trust, the meat trust and others that might be mentioned, have interests in Canada and in the Argentine, and it is said that the Steel Trust has a working interest all over the world. The farmers free list passed the House by a large majority. In the Senate Senator Bailey of Texas made a valiant fight against free meat, and succeeded in having the bill amended; but this was only done with the majority of one, and that was Senator Bailey's own vote. If the farmers free list bill had become a law as it passed the House, and meat had been placed on the free list, it would in a short time have practically destroyed the live stock industry of this country. Ohio alone furnishes more than a million head of lambs and sheep for the market each year, and meats upon the free list would have been a greater blow to Ohio's flockmasters than free wool.

In my opinion unless the flockmasters and farmers organize in this country to protect their industries, they are going to wake up some day to find the products of the farm and the range admitted free of duty from every country on earth, which can only mean ruin and disaster to the farmers of this country.

When wool is cheap it is because a majority of the growers are willing to sell it at a low price. When wool is dear it is because the demands of the market are greater than the supply.

When you brand your sheep be careful to use no more paint than is necessary; every drop you put on costs somebody money to get it off and you are the fellow who pays the bill.

If you have not paid your dues to the National, please send them in at once; our expenses are heavy and when we run out of funds we must let up on the work.

Write your Congressman and urge him to work for a law placing the wool duty on scoured wool. This means justice to all.

Forty-ninth Annual Convention, Cheyenne, Wyoming!

The National Wool Grower

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CARE FOR THE FLEECE.

This issue of *The NATIONAL WOOL GROWER* is largely devoted to the important subject of preparing our wools for market. We have selected this moment as the most opportune for calling your attention to this matter, as during the next ninety days, the entire American clip will have been shorn and started on its way to market, and now is the time to urge care in its handling.

The American wool grower has earned a reputation for carelessness in his methods of preparing his wool and it is asserted with considerable truth that our flock masters use less care in this matter than do the breeders of either South America or Australia. The sheep breeder of Australia has achieved world fame for the excellent manner in which he presents his wools to the buyer, and one of the reasons for the relatively high price of the Australian clip is this extreme care that has been used in its preparation.

No one, I think, will deny that our growers make little if any effort to improve the condition of their wool, probably because they are consumed with the misapprehension that a poorly prepared clip will bring just as much money as one that is prepared properly. This thought is fatal to success and should be eliminated from the mind of the wool grower.

First, let us consider the wool buyer, as he is the first to come in contact with your clip and upon his judgment of it the price will be based. We might as well recognize the fact that the wool buyer is a keen, shrewd business man who knows his work; he knows every phase of the wool question and has forgotten more about wool than the grower can ever know; he knows when it is well prepared and when it is not; he knows the name of every grower in the community that is careless in marketing his wools. If you have used poor twine, sheared your sheep when wet, used too much paint in branding, packed the tags with the wool, or

done any one of a dozen things that injure the fleece, there are nine chances out of ten that the buyer will find it out before he buys the wool and will dock you in price a little more than conditions justify, in order to be on the safe side. In fact, your safety lies in the true conditions of your clip being known to the buyer before he purchases the wool, for if you happen to fool him one year, you will have to do penance for five years thereafter, and it is perfectly right that you should. For instance, last year a Boston dealer bought a large clip, among which was several sacks of wet wool. This wool went to the warehouse and was stored away and later heated to such an extent that it came out merely a pile of ashes. No wool left. The miracle is that it did not burn up the entire warehouse. Now the Insurance Companies threaten to raise the rate on all wool insurance on account of the increased hazard from wet wools. The fellow who sold that wool will not be annoyed by wool buyers this year.

The great majority of all wool buyers are honest and fair in their dealings with the grower; now and then we find a tricky one, but as a rule they are honorable men. If a man has a good clip, well prepared, he will receive more for it than the man who has a good clip poorly prepared.

Second, does it really make any difference how wool is cared for and handled? Yes, it makes just the difference between good wool and poor wool. Wool is a delicate animal fiber, amenable to the conditions that surround it and highly responsive to the care that it receives. The tying of wool with poor twine may entirely destroy its fitness for certain uses. The excessive use of paint in branding limits the mills that are handling it. The packing of black and white wool together destroys its use for delicate white goods. The packing of tags and dirt with the fleece eliminates many of the best manufacturers from your list of buyers. Wool is valuable solely for the amount of wool that it contains and

the grower has to pay for eliminating everything else that may be in it.

The great mass of our wool growers are honorable, fair men, and they do not intentionally practice any deception in the sale of their wool. Of course, there is to be found here and there a grower who is dishonest but ordinarily he is not a reader of this paper. We can not make a defense of the charge that our wool growers are nearly all careless in the handling of their wools, but we believe with proper education they are willing to remedy any evil that exists.

A thorough investigation of the subject has convinced the writer that radical reform is needed in the preparation of our wools and the man who prepares his clip in an honest and intelligent manner will be more than rewarded for his trouble by reason of the increased price he will receive.

RUCKER OF COLORADO.

Ever since the Cleveland days of free wool many of our wool growers have looked upon all Democrats as the eternal enemy of the sheep industry. This belief, however, is not well founded, for the sheep industry has some warm friends among the Democrats in Congress. For instance, Congressman Rucker of Colorado, a Democrat, has on every occasion raised his voice in defence of the American wool grower. In the special session of Congress, he introduced the best and fairest wool bill ever presented to that body. To-day he is making a vigorous effort to obtain for the wool grower as much protection as possible. At every point Rucker has worked to protect the well being of the people of his State, and we are sure that they appreciate the quality of his service. He has never for a moment indulged in the fashionable propaganda that seeks to place the products of the West upon the free list, while obtaining protection upon the products of the East. Few men in Congress have a better record than Congressman Rucker for real services rendered to the people of his own State, and the people of all the West.

Congressman Francis of Ohio, another Democrat, voted for a square deal to the American wool grower in the last session of Congress, and we believe that he will do so again.

Many of our wool growers are Democrats and when they send to Congress men who, regardless of their politics, vote to give the sheep industry a square deal, they likewise shall receive a square deal through the pages of this paper. In asking for a tariff upon wool, our growers believe that they are asking that which is in the best interests of all the country and common justice demands that men of all political parties give them what they are seeking.

YOUR DUTY.

The report of the Tariff Board indicates that it costs approximately 24 cents more to produce a pound of scoured wool in this country than it does in Australia, if interest be not included as a cost. We have all along asked to be given the difference in the cost of production at home and abroad and we now know definitely what this difference is. It is, however, your duty to write your Congressman and ask him to legislate so as to give you this difference. Do not depend entirely upon this Association to represent you; there is work that the individual can do better than any association, and that work is in writing to your Congressman.

We know that you are depending upon this association to represent you and we will do the best that can be done to protect your interests, but every safeguard will have been taken when you write direct to your Congressman YOURSELF.

We have asked that the tariff be placed upon the scoured basis and if the wool growers will now do their duty, we will have some chance to enact a fair, honest wool tariff, and if we do not succeed, the nation will know upon whom to place the blame.

WOOL.

If there is one subject more than another upon which the American wool grower needs information, that subject is wool. Of course the study of wool in all its details is a complex one and one in which the average grower can not indulge to a large extent, but there are certain elements of wool of which all growers must have some knowledge before they are competent to intelligently produce wool. Many of our growers can not distinguish one grade of wool from another, and in fact this may be a task of some difficulty, but we believe that everyone should make a study of this difference in grade.

Possibly the great failing of the American wool grower comes from the fact that he has been taught to consider as wool everything that comes from the back of the sheep at shearing time. We have been taught to sell, talk and dream about "wool in the grease," instead of about the wool that may be in the grease. Every grower should realize, the sooner the better, that he never got paid for anything in his life but scoured wool. The grease and dirt that may have been in the fleece was absolutely worthless and merely entailed a cost for elimination. We must forget about the grease and the dirt, and remember only the scoured wool for this is what clothing is made of.

You frequently hear one grower complaining because his neighbor got a better

price for the same grade of wool than he did. This can be most often accounted for by the shrinkage in the wool and the care with which it has been presented to the buyer. For instance, the merchant who buys his wool on the basis of 60 cents clean, and everyone of them buys on the clean basis, in order to do this he can pay the man whose wool shrinks 50 per cent just 30 cents for the grease pound, but if the wool shrinks 65 per cent, he could only pay 20 cents for the grease pound, in order to have his clean pound at 60 cents.

Now we know that every pound of wool in the world is bought on the basis of its scoured content, and unless the grower understands the amount of scoured wool that his clip will yield, he can not dispose of it to the best advantage. The wool buyer can estimate within a small fraction, the per cent that a wool will shrink. He does not make many errors in his estimates, for if he did, his firm would soon go out of business.

It is almost impossible to understand the market quotations for grease wool, unless you know the shrinkage, but the quotations on scoured wool are easily understood, as they stand for a definite amount of something. The leading wool dealers keep from year to year an accurate record of the clips in which they deal, and, unless the grower learns the shrinkage of his wool, even though he raised it, he does not know as much about it as the buyer who sees it for only a few minutes.

The Experiment Stations in all our Western States should maintain small scouring plants where the grower could send a sample of his clip to be tested. In this way we could learn the real value of our wool.

GRAZING LAW.

On page nineteen of this paper will be found a copy of a bill introduced in Congress by Mr. Lever to regulate grazing upon the public domain. As this is a measure that will affect all the users of the public land, it is of the utmost importance that our stock men study this bill closely and advise us as to their attitude toward the same. We shall be glad to publish in the pages of this paper the opinions of the users of the public domain, upon this important matter now before Congress.

A PRIME WOOL CLIP.

We have sent letters to leading wool growers in our Western States, asking for information as to the condition of the 1912 wool crop. Many of these growers have replied to the effect that everything now seems to point to this year's clip being one of the best that has been pre-

sented to the American market for many years.

The reports received indicate that the wool is well grown, the staple sound and strong and up to the present the fleece is unusually clean.

The Winter in a few sections has been severe, but in those districts the flock masters were prepared to feed, and have done so, liberally. This has occasioned heavy expenses, but it has produced a most excellent crop of wool.

The present outlook justifies good stiff wool prices and with the wool in excellent condition we have every reason to believe that the year 1912 will show a material advance in the receipts from wool over the year 1911.

The supply of wool in the American market is almost exhausted, and what is equally important, the supply of manufactured wools on the dealer's shelf is at low ebb. The foreign wool market continues high and buying there is being maintained at a level of high prices. There is not anything in sight that would indicate that wool could be cheap during the year 1912. On the basis of foreign markets American wools are still cheap at the prevailing prices and we confidently expect a material advance before many weeks roll around. Many believed that the tariff agitation would result in reducing the price of our wools, but everyone who is acquainted with the situation has come to realize that there is hardly a possibility of change in the tariff until after the next Presidential election, and if there should be a change it will be one that would not justify any reduction in wool prices.

A NATIONAL PROBLEM.

That a radical change in American methods of farming is essential if we are not, within a generation or two, to become dependent upon foreign countries for our food supply, is the opinion expressed by so good an authority as Howard H. Gross, of Chicago, President of the National Soil Fertility League. Mr. Gross concedes the vastness and the productivity of our country, but he believes the time to be fast approaching when our soil will be exhausted of its fertility and means of replenishing it will have to be thought of. The contrast with European methods is shown by the fact that the average wheat production in the United States is only 14.3 bushels to the acre, while the production in Germany is 28 bushels, in England 32, in Belgium 34 and in Denmark 40 bushels, and this, too, despite the fact that the farms in Europe have been under cultivation hundreds of years longer than ours. At present, Mr. Gross continues, 97 per cent of our corn is consumed at home and 91 per cent of our wheat. On this basis, it is easy to fig-

ure that within twenty years we shall consume all our cereals and shall have to buy from abroad.

The above figures must bring the blush of shame to the cheek of every patriotic American who understands their seriousness. Imagine this nation, hardly a century old, originally endowed with the most fertile of soils, to-day almost unable to produce its own food supply. The farmers, of course, have been exporting the fertility of the soil, but they would not have been exporting the grains had it been profitable to maintain live stock on their farms. A farmer does not indulge in grain raising with its consequent exhaustion of soil fertility as a choice, it is always the result of necessity.

We agree that the declining crop production in this country is a matter for the serious consideration of all State and National lawmakers and the remedy lies in the enactment of such legislation as will make it profitable to maintain upon the American farms sufficient sheep and cattle to consume a portion of the grain products of such farms and thus return the fertility to the soil. The legislation that will most hastily bring this about is the placing of a protective tariff upon the products of all farm animals, whether they be sheep, cattle or hogs.

COLONEL L. E. BURCH.

On February 24th, Colonel L. E. Burch of Evanston, Illinois, for many years editor of the American Sheep Breeder died as the result of a stroke of paralysis.

Colonel Burch was born at Cayuga Lake, New York in 1831. Early in life he went to Michigan where he engaged in railroad work, being prominently identified with the building of the Ann Arbor & Northern Michigan Railroad.

During the Civil War, he served with the Twenty-sixth Michigan Volunteer Regiment, and participated in most of the great battles.

He was editor of the Camp Journal, the only paper printed by the army in the field during the war. He was a warm friend of Abraham Lincoln, speaking for him and otherwise taking an active part in his Presidential campaign.

For the last twenty years Colonel Burch has been editor of the American Sheep Breeder, the most prominent sheep paper published in our nation, and in this capacity, he has rendered to the sheep industry in every time of trouble, services of the highest possible quality. In the death of Colonel Burch the American wool growers lose one of their oldest and strongest friends, for each one of them owes him a debt of gratitude for the magnificent service that he has performed through the American Sheep Breeder, and

otherwise, to protect the industry against the evils that have surrounded it from time to time on all sides.

ANDREW JACKSON'S TARIFF POLICY.

The passing of President Jackson's birthday called all the leading Democrats to the festive banquet board in different parts of the nation, in order that they might do him honor as the real expounder of true Democratic principles.

A friend once wrote to Jackson asking his view upon the tariff question, and we here publish his reply. It should have been read at every Jackson Day banquet:

"Heaven smiled upon and gave us liberty and independence. That same Providence has blessed us with the means of national independence and national defense. If we omit or refuse to use the gifts which He has extended to us, we deserve not the continuation of His blessings. He has filled our mountains and our plains with minerals—with lead, iron, and copper—and given us climate and soil for the growing of hemp and wool. These being the grand materials of our national defense, they ought to have extended to them adequate and fair protection, that our own manufacturers and laborers may be placed on a fair competition with those of Europe and that we may have within our country a supply of those leading and important articles, so essential in war.

"This tariff—I mean a judicious one—possesses more fanciful than real danger. I will ask, What is the real situation of the agriculturist? Where has the American farmer a market for his surplus products? Except for cotton, he has neither a foreign nor a home market. Does not this clearly prove, when there is no market either at home or abroad, that there is too much labor employed in agriculture, and that the channels for labor should be multiplied? Common sense at once points out the remedy. Draw from agriculture this superabundant labor; employ it in mechanism and manufactures, thereby creating a home market for your breadstuffs and distributing labor to the most profitable account, and benefits to the country will result. We have been too long subject to the policy of British merchants. It is time that we should become a little more Americanized."

PRESIDENT GOODING IN OHIO.

Organization is the watchword with President Gooding. He believes thoroughly in organization; that if the 610,000 wool growers in the United States were thoroughly organized we never again would have free wool, and Congress would not be long in passing a fair measure for the protection of the industry.

Since President Gooding's election, at Portland he has left nothing undone to strengthen the National Wool Growers As-

sociation. He has urged organization in every State in the Union with splendid results. Since the Portland Convention twelve new State organizations have joined the National, besides many local organizations.

This Winter when President Gooding could spare the time from Washington he was in Ohio urging the wool growers to organize. There is no doubt but that the 12,000 wool growers in Ohio could be a mighty factor in bringing about a fair and honest settlement of the tariff question on wool if they were thoroughly organized.

With the one thought of organizing in every wool growing county in Ohio, President Gooding started the good work at Mt. Vernon on February 3d, where a strong organization was perfected. At Mt. Gil-ead, Upper Sandusky, Kenton, Lima, Marysville, and at Delaware, with Magnus Brown, President of the Minnesota Wool Growers Association, he addressed a large number of wool growers at all these meetings and county organizations were perfected, which no doubt will add thousands of members to the National Wool Growers Association. Mr. Brown is to continue the good work of organization in Ohio, so before long we hope to see an organization in every wool growing county in the great State of Ohio. This is what should be done in every State in the Union, and if President Gooding is able to secure the funds to put men in the field the 610,000 wool growers of the United States will be organized into a fighting machine for the industry before long.

SHEARING TIME.

Probably not 10 per cent of the American wool growers spend any great portion of their time in the shearing corral when their sheep are being shorn. As a rule, a crew is hired to do the shearing and the manner in which it is done is left entirely to the foreman, the owner assuming that just so long as all the wool is taken off, the shearing has been well done.

If we could only get the wool growers to understand that careless shearing materially decreases the value of the wool, we believe that we could work a considerable improvement in the character of American wool. How often have we seen a shearers run his shears through the fleece, clipping the wool about the center of the fiber and then going back and making another cut in order to remove the rest of the wool. In other words, the careless shearers will take a wool fiber that should be three inches long and cut it in two, so we will only have two fibers one and one-half inches long. The original fiber of three inches in length was suitable for combing purposes and would be designated as staple wool. After it has been cut in two it is unsuited for combing and can only be used

for clothing purposes. The cutting of the fiber in two has almost cut its value in two. The longer the wool fiber, especially on the Merino, as a general rule the greater its value, consequently the more it is cut up, the less the value of the fleece.

If the grower could just go through the manufacturing plants and see the wastes that occur as a result of their own carelessness, I am sure that they would be anxious to do everything possible to better the conditions.

For instance, in combing wools, all the short fibers must be taken out. These are known as noils; these short fibers are only worth 60 per cent of the value of the long fiber, consequently when the shearer makes an unnecessary cut by which he reduces the length of the fiber, he is reducing the value of that fiber 40 per cent. It is generally asserted that American wools noil greatly more than imported wool and this is most probably due to the fact that our shearers are more careless in their operations than are the foreign shearers.

The place for the sheep owner during shearing time is in the shearing corral, because he can make more money there than at any other point. Our sheep owners should learn the proper method of preparing their wool for market and then should exercise personal supervision to see that this is the method in which their wools are prepared.

PAINT INJURIOUS.

We cannot too strongly condemn the common practice of many wool growers in using an unnecessarily large amount of paint in branding their sheep. We have seen sheep at lambing time branded with two or three different brands in order to simplify identification. Again, at shearing, you often see the sheep carrying two or three brands put on carelessly, when one good brand would have been sufficient.

The wool growers must learn that every drop of paint they put on the sheep is deducted from the price of the wool. It costs considerable money to get this paint off the wool. It will not scour out, consequently hand labor has to be employed to go over each fleece and clip off these paint brands. This not only means the loss of the portion of wool clipped off, but it means a considerable amount of money expended for labor, all of which does, and should, come out of the pocket of the wool grower.

It is highly possible for the sheep man to get through the year with much less branding than he ordinarily practices; the indiscriminate marking of sheep at lambing time is unnecessary and if it is necessary the brand could be put on the ear, the nose or the forehead where it would not injure the wool. The best identification mark that a few bands of our sheep could

have, would be the entire absence of a brand.

In the absence of a brand that will last during the entire year and still scour out in the mill, it is the duty of our wool growers to handle the paint brand as carefully and judiciously as possible, always remembering that all the paint we put on must be taken out of the fleece by an expensive process, and the very presence of it destroys the possibility of using that portion of the fleece for the highest grade of manufactured goods.

THEY GOTTA QUIT KNOCKIN' THE TARIFF DOWN.

(The Ozark "Zinc" Song)

Statesmen, when they get to town,
Start a kickin' the Tariff round;
They're runnin' it 'way into the ground;
They gotta quit knockin' the Tariff
down.

They knock, and knock, and knock it
'round,

Ad valorem and by the pound;
Makes no diffrunce tho' our doctrine's
sound,

They gotta quit knockin' the Tariff
down.

Business they are tryin' to drown,
With lies and arguments unsound;
The Tariff gives us 'nuff to go 'round;
They gotta quit knockin' the Tariff
down.

Traitors to American ground.

Who treat their best friend like a hound.
Will sure get theirs in the rebound;
They'd better quit knockin' the Tariff
down.

—C. E. RICHARDSON.

Washington, February 26, 1912.

In American Economist.

REPORT OF TARIFF BOARD.

The American wool grower has waited patiently more than a year for the report of the Tariff Board on the cost of wool growing in this and foreign countries. Now that the report has been made there is a disposition on the part of certain members of Congress to suppress it. We believe the report of the Tariff Board is a valuable document containing an immense amount of data of unusual value to American wool growers. Time spent in studying it in order to ascertain a knowledge of conditions surrounding the sheep industry in foreign countries must prove invaluable. We therefore urge every wool grower to write to his Congressman and obtain a copy of the report of the Tariff Board. The first two volumes are the ones relating to wool growing and Volume II in particular is of interest to all wool growers.

A document that has cost the Government as much money as the report of this Board has, and one that has caused so much uneasiness and expense on the part of those who engage in this great industry, should be given the widest publicity. We know of no volume to which the American wool grower can turn that contains the same amount of information relative to the sheep industry in foreign countries, as does the report of the Tariff Board, and therefore if its value is to be of the utmost good to the nation, it should be given the widest publicity.

The sheep industry of the United States is represented by six hundred thousand wool growers and it would be inhuman to presuppose that any Board could make a report upon wool growing that would be satisfactory to all of this great army of producers, but the Tariff Board has gone about its work intelligently, and whether we agree with its findings in full or not, they have assembled data of greater value than any previously assembled and when the report is studied carefully and the proper deductions made therefrom, it will be seen that they have given the wool growers of this country sufficient grounds upon which to base a claim for a fair and equitable tariff.

Flockmasters should not become alarmed over tariff legislation. There is every indication at the present time that good fair values will be paid for wool this season. The tariff agitation may have a demoralizing effect for a time. However, this will depend largely upon the growers themselves. If we all keep a good stiff upper lip, it will do much to carry the industry through the storm and give it stability and confidence. So don't be discouraged, don't sacrifice your wool, but demand good market prices before selling.

President Gooding has only words of praise for the wool growers of Ohio. In his campaign in the seven counties that he visited, he says he found a very high class of citizens among the flockmasters of that State.

The National has promised the manufacturers and wool dealers that it would use every effort to induce our wool growers to exercise the greatest care in preparing their wool for market. We ask each grower to assist us in this campaign of education.

Please see your neighbor and ask him if he belongs to the National Wool Growers Association; if he does not, send in his \$5.00 in order that he may get The NATIONAL WOOL GROWER each month.

Forty-ninth Annual Convention, Cheyenne, Wyoming!

THE TRUST PROBLEM

Address by CHAS. A. PROUTY

Delivered at the Dinner of the Congregational Club of Brooklyn, New York, October 23, 1911

IT APPEARS from the report of your Executive Committee which has just been read that speakers are sometimes permitted to choose their own subjects for these occasions. That privilege was not accorded to me; I was drafted to talk about the trusts, a subject which I should hardly have voluntarily selected for this occasion.

A moment ago I said to the reverend gentleman who has just introduced me that I was somewhat oppressed by the thought of attempting to interest a mixed audience upon such a theme, and his reply was: "Have no such apprehension; all these people sat through a sermon only yesterday." Whether the Doctor intended to suggest that the excellent quality of Brooklyn sermons had fitted this audience to desire something learned rather than something funny, even after dinner, or whether he intended to intimate that a man who could stand a Brooklyn sermon could stand anything, is not clear.

There is one aspect in which my subject is not altogether inappropriate for this occasion. There is to-day no greater joke than the treatment of the trust problem by the Government of the United States. Twenty-one years ago the Sherman Anti-Trust Law was enacted. For more than two decades it has been the subject of judicial interpretation. It has often been passed upon by the inferior Federal Courts, and several times by the Supreme Court of the United States. Yet to-day no lawyer can advise his client with certainty whether he is within or without the inhibition of that law.

The greatest commercial enterprise in our country is the United States Steel Corporation. Its capitalization is close to one and one-half billion dollars. It employs tens of thousands of workmen, and its transactions run into many millions annually. For ten years it has been in the public eye, and it is generally understood that its operations have been entirely above-board; yet it is profoundly uncertain whether that great enterprise is legal or illegal. Its stocks, which have been bought by thousands as an investment, sell up and down upon the stock market, according as rumor has it that the Attorney-General of the United States will or will not file a bill for its dissolution.

Certainly, a course of treatment which produces this result is not wise or right

unless absolutely necessary. The trust problem has been treated as a political question. It is not. It is a social and an economic question, which can only be disposed of after a thorough comprehension of what the problem is, based upon a careful study and analysis of the conditions which underlie this situation.

I have consented to discuss this question at this time with considerable hesitancy, for I have no special qualification for the task. My work for the last fifteen years

agreement by which the price to be charged for ice is fixed, or they may agree to parcel out the territory, confining each dealer to his own district. These contracts, strictly speaking, limit competition, and there may be a difference between the restraint of competition and the restraint of trade; they are not, within the technical definition of the common law, "restraint of trade;" still they are the kind of contract which is, in my opinion, contemplated by the statute. Such contracts were generally unenforceable at the common law as against public policy, and they are made illegal by the Sherman Act in so far as they concern interstate commerce.

If the Sherman Act stopped there, there would be no difficulty in its interpretation or in its enforcement. Every man would know when he entered into a contract whether it was or was not in violation of the statute. Public opinion would demand an enforcement of the law, and there would be no reason, social or economic, against that enforcement. There are to-day many contracts of this sort which impose upon the public an unjust burden, which might be and should be condemned and punished under this provision; nor do I believe that the literal and rigid enforcement of such a provision would unduly restrict the commercial operations of this country.

The Sherman Act goes beyond this. It forbids combinations in restraint of interstate trade; and, still further, in the second section, condemns monopolies of and all attempts to monopolize interstate trade. Here is the trust problem.

The ten ice companies which have served your community form a copartnership or other arrangement by which the business is to be conducted under a single head, very likely by a single firm or corporation. The result is even more effective than under the agreement fixing the price or limiting the production, for now a single company controls the entire ice business in that community and can make whatever price it sees fit. Is that a combination obnoxious to the Sherman Act?

A new corporation is organized in which possibly no one of the original ice dealers is interested, which buys out the ten companies and thereby acquires control of the entire ice business in that locality. Is this a monopoly or an attempt to monopolize?



Hon. Charles A. Prouty, Washington, D. C.

has been connected with the regulation of our railways, and this has brought me, occasionally, into the outskirts of the trust problem; but I have never given it special attention. You will realize, moreover, that it is impossible even to outline this subject in half an hour. All that can be done is to touch certain salient points. As the best way of doing this I am going to give you certain impressions of my own, not claiming for them any authority, but merely in the hope that they may induce thought and discussion on your part.

What is the trust problem?

The Sherman Act forbids contracts in restraint of interstate trade. Your community is served, let us say, by ten different ice men. These men enter into an

The advent of the corporation has exercised a profound effect upon all our commercial and financial operations. Or old, when the individual who had built up a great business died, the business died with him, or, at most, seldom survived a third generation. "From shirt-sleeves to shirt-sleeves" in three generations has become a proverb. The corporation never dies. Mr. Thompson, Mr. Cassatt, Mr. McCrae pass away, but the Pennsylvania Railroad Company, with all the vast wealth and the tremendous power of that corporation, goes on increasing year after year. Not only that. One corporation may own the stock of another corporation, so that a few individuals, through ownership of a holding company, may control an enormous amount of money or of business; and all this has made it easy to create and perpetuate enterprises which continue and grow and which gradually consume all smaller enterprises of the same character. Great corporations have come to dominate the production and the distribution of many of the necessities of life.

The word "trusts" to-day has no well-defined meaning, but the newspapers have invented a phrase which more nearly expresses the idea. They speak continually of "big business." Big Business is the real issue. Shall business continue to be done by those great aggregations of wealth, or shall we return to the condition of our fathers, where there were many separate entities freely competing with one another.

The first and fundamental inquiry is, then, Do we want Big Business? And, since under the inexorable law of nature we can have nothing without paying for it, this carries with it the further inquiry, Are we willing to pay the price at which Big Business must be had?

It must follow that as big business comes in, small business goes out. The number of competitors is inevitably decreasing, and the tendency of this must be to decrease competition in the price.

Fifty years ago great numbers of anthracite coal mines in Pennsylvania were owned and operated by individuals having no connection with one another. There was sharp competition in the price of anthracite coal, and wide fluctuations in that price. In process of time these coal operations have come to be owned and controlled mostly by half a dozen railroads, and there is no longer the slightest competition in the price.

In the very nature of things, this must be true in every branch of industry. When the competitor's become few in number, competition in the price at which the article is sold will disappear. There will be competition in the quality of the article and whatever that includes; there will be competition in the efficiency of production; since, given a fixed price, the profit

depends upon the cost at which the article can be produced; but price competition in the main ceases.

It is claimed by the advocates of Big Business that production upon a large scale is more economical than production upon a small scale, and that the change from small to great operations is the result of economic law which ought not to be, and, indeed, can not be, counteracted.

Twenty-five years ago scarcely a vessel engaged in commerce upon our Great Lakes exceeded 4,000 tons capacity. To-day no vessel of less than 4,000 tons can be profitably employed in that service. The result has been to put the smaller fleet mostly out of business, and this is because the big vessel is more economical than the small one. No law could or should restore to the owner of the little ship the carrying trade of the Lakes, although we may deplore his loss.

Consider for a moment a trust, so called, which is under indictment in the Courts and which is much in the public eye—the Beef Trust.

There are before me many, I am sure, whose memory goes back to the time when there was no great packer. The beef eaten in every village was killed at the local slaughter-house, and every city had its abattoir which supplied the necessities of that locality.

Something over a quarter of a century ago the great packers of Chicago came into prominence. They began to slaughter not only for Chicago but for surrounding territory, and particularly for territory east of Chicago. Their business has increased until to-day, five packers are said to slaughter more than 50 per cent of all the live animals which are killed in the United States. Not only have they immense plants in Chicago, but they have gone to St. Paul, Omaha, Sioux City, Kansas City, and they have just completed the erection of plants at Fort Worth and Oklahoma City. They have even passed the boundaries of the United States and have established or are establishing packing houses in the Argentine Republic, which is to be, in the immediate future, the great grazing ground and cattle-producing section of South America and perhaps of the world. To-day there is hardly a village, no matter how small, into which the products of these packing houses do not go.

Now, how is it that these packers have so entrenched themselves and so developed? They undoubtedly have enjoyed, at times, preferential transportation rates. They have probably indulged in practices, rendered possible by the great volume of their business, which are improper and should be prohibited; but, in the main, as I see it, the great packer exists to-day because he can do the business cheaper than his rival. He has introduced econ-

omies, has utilized waste products, has brought out new articles, so that to-day what under the old regime was absolutely thrown away yields a magnificent profit upon the business. Now, before you say that the packer ought not to exist, you must be prepared to say that the actual cost of slaughtering the animal and bringing the product to the consumer shall be increased.

The United States Steel Corporation has recently constructed a new and model plant for the production of steel and iron at Gary, Indiana. The men employed in and about those works make up the population of a city. The engineer in charge of the electrical apparatus of that plant told me recently that the amount of power consumed in those operations was some 65,000 horsepower, as I remember. In most steel works whatever power is used is produced by steam generated from coal. At Gary power is produced by gas engines utilizing what would otherwise pass off into the air as waste gases from the process of manufacture. Assuming that the expense of producing this power by coal over and above the expense of producing it by gas would be \$15 a horsepower, you have here a saving of a million dollars a year.

Not only that. This gentleman said that they were preparing to generate from these waste gases from 25,000 to 30,000 other horsepower which was to be sold commercially in various directions, involving, probably, another saving of a million dollars annually.

I only refer to these illustrations to show that it often happens, perhaps generally happens, that business, when conducted upon a large scale, can make—certainly business of certain kinds—a substantial saving over the same business when carried on in a smaller way. When the Payne-Aldrich tariff bill was before Congress Mr. Carnegie testified that steel no longer needed a protective duty, but when it was proposed to remove the duty on manufactured iron and steel there went up from the small plants of this country a cry, which to every appearance was honest, that although the Steel Trust might live without protection the small plant must die. Congress believed this and perpetuated the duty largely for that reason; all of which means that the United States Steel Corporation to-day can manufacture iron and steel for a less cost than its smaller rivals.

It is urged by Big Business, and it may be true, that this country of ours can not maintain itself commercially with Germany and with England and with the other nations of the world unless we can adopt the same methods and the same economies which are found necessary and permitted there.

It seems certain that the Steel Trust

makes an extravagant profit upon its operations; for those operations give substantial value to items in its capitalization which stand against no value. It is equally certain that the great packers have made from the conduct of their business vast sums of money; for the enormous fortunes which those enterprises to-day represent have been accumulated from the business itself; but it is by no means certain that, even so, the cost to the ultimate consumer is not less; that the quality of the product is not higher; that the wages paid the employe are not greater. Before we condemn out of hand such enterprises; before we enact laws which will render the establishment and the prosecution of such enterprises impossible, we should be careful that we understand the full situation.

And here let me say, with all possible emphasis, that if the real objection is to the size of the corporation, to the danger which comes from lodging in a single hand the vast power which is welded by the President of the Pennsylvania Railroad Company or the United States Steel Corporation, then the just and the manifest remedy is to forbid the thing which we would prevent. To do this is not difficult. Congress has jurisdiction over the corporation which engages in interstate commerce. Let us say directly that no corporation doing a particular business shall own property of the value of so many hundred thousand or so many million dollars. The amount should vary with different industries. It requires a much larger capital to erect and operate a single steel plant than it does to erect and operate a lumber mill or an oil refinery. But if our real objection is to the extent of the enterprise we can easily determine what amount of money or of property can be properly committed to the charge of a single individual, and we can limit by law that amount. It would probably be necessary to go further, and to provide that one corporation should not own the stock of another corporation, and that the owners of the capital stock of one corporation should not own the stock of another corporation engaged in the same kind of business.

I am not saying that this ought to be done. My own opinion has always been that the holding company should be absolutely prohibited by law, and it is quite possible when this problem has been thought out that we may finally limit the amount of property which a single corporation can hold. But what I desire to emphasize is this: If our objection to Big Business is its bigness, then the just and effective way to deal with the situation is by limiting the size of the business.

I apprehend, however, that while prejudice against the possessor of great wealth enters into the impressions of all of us about this problem, still we are hardly

prepared, without further consideration and further knowledge, to adopt this course.

Go back for a moment to our ice companies. It is evident that a combination of all these companies into one concern might result in benefit to the community; it might result in a better service at the same rate, or it might produce a better service and a lower rate. Upon the other hand, the consequence might be a deterioration of the service and an advance in the price.

What is true of a combination of the old ice dealers might be true of a new concern which took over the entire business. By providing more capital, by doing the business in a more economical manner, that concern might give a better service and a better price and still make a handsome profit.

Now, the thing to be done, if any way can be found in which to do it, is to prohibit the combination which inures to the disadvantage of the community, and to permit that which is for the advantage of the community; and this, as I understand it, is the purpose of the Supreme Court in introducing the "rule of reason" into the interpretation of the Anti-trust Act. Any combination which does not result in an injurious or an undue restraint of trade is legal and may exist; otherwise, it is unlawful and must be dissolved.

While I entirely sympathize with the purpose which the Court evidently had in view; while, as a citizen, I fully accept the present interpretation as the settled law, and while I see no possible course open to the Executive but an enforcement of the law as declared, still I am constrained to believe that this will not afford a workable basis.

In the first place, there is no way in which the lawful combination can be clearly distinguished from the unlawful. The author of the undertaking himself may not know whether it will result in injury or in benefit to the public. He may honestly believe that it will be beneficial, while the result shows the contrary. Neither can it be foretold what will, in the opinion of the Court, be due or undue.

No stronger argument can be urged against that system than the reference to the United States Steel Corporation already made. That corporation has been in existence for nine years. Every detail of its organization and operation is known to the public, and yet good lawyers do not agree as to whether that vast enterprise is or is not lawful.

Its securities are held in every part of the United States—I might say in every part of the civilized world. Had you bought a thousand shares of its common stock six months ago and were you compelled to sell the same to-day you would have lost \$15,000 in the transaction, largely because of the attitude of the Depart-

ment of Justice now as compared with its attitude then. Such a business condition ought not to be tolerated.

But, in the second place, and to my mind of even more importance, is the fact that this remedy is not effective. There are in this country many contracts in restraint of trade now in force. There are many combinations which exist in pursuance of such contracts. These contracts should be pronounced illegal, the parties to them punished, and the operation of the contract stopped. If this were consistently and persistently done, it would, in my opinion, have a wholesome effect upon business conditions; but I do not believe that it is possible by any sort of legislation to secure competition between those great business enterprises which are monopolies by reason of their very greatness. I do not believe that the dissolution of the Standard Oil Company can ever bring about competition between the members of that institution, nor that the division of the American Tobacco Company into four trusts instead of one will produce competition between the four. The effect of the prosecution of these monopolies probably will be to prevent many of the outrageous and oppressive practices toward smaller competitors of which they have been guilty in the past; but all this could have been accomplished much more effectively in a different way long ago.

This whole thing has been fought out, so far as it touches the regulation of railways, and some reference to that may be instructive here. Originally, the railroads of this country were short, independent lines operated by independent companies. There was between them the sharpest competition in their rates of transportation, and this not only reduced those rates in particular places and for short intervals, but produced, in the country, as a whole, a general reduction in rates.

The effect was to seriously imperil the revenues of the roads themselves and to induce their managers to seek some means by which the effect of this competition might be escaped. Agreements were entered into fixing the rate. Combinations were formed through which rival properties came under one management. Pools were instituted under which the traffic was divided.

The country felt that the result of all this must be the imposition of unreasonable transportation charges, and it undertook to prevent that result by dissolving the pool, destroying the combination, and by prohibiting the contract; in other words, by enforcing competition.

The act of 1887, known as the Act to Regulate Commerce, was passed, among other things, for that purpose. The Sherman Act itself of 1890 had the same intent. Continual attempts were made to enforce these acts, and repeated decisions

of the Courts were obtained holding that they were applicable and dissolving the combination under attack. There was the Trans-Missouri decision, the Joint Traffic decision, the Northern Securities decision, each of which was hailed as the deliverer of the public from railroad monopoly and railroad extortion.

In point of fact, all these decisions and all these prosecutions never produced any appreciable effect upon the freight rates of this country.

I happened to be in the West when the decision in the Northern Securities case was promulgated, which the newspapers were all hailing as an epoch-making event. Some young reporter asked me what I thought of it, and I said to him: "It is fine political fireworks, but it will produce no more effect upon the transportation facilities and the transportation charges of the Northwest than it would to read to James J. Hill and his associates the Lord's Prayer or the Ten Commandments!" I was severely reprimanded by one high in authority for this statement, but it was literally true. The answer of those roads, in a practical way, was to advance transcontinental rates 10 per cent.

That decision did not exercise, and none of these decisions could exercise, any regulative effect upon the railway charges of this country. That finally came to be understood, and Congress at last adopted an adequate means of regulation by acting directly upon the thing to be regulated.

Now, there is a wide difference between a public-service corporation like a railroad and a private corporation like the United States Steel Corporation. But when a condition of monopoly has supervened, the two things become analogous. It is claimed to-day that there is no competition in price between the great packers, and I have no doubt that such is the fact. I would be glad to know what kind of a decree of the Court can be entered which will induce that competition.

I have in my official capacity investigated the Anthracite Coal Trust from the beginning. I know what caused it; I have examined under oath the men who now operate those properties, and I am utterly unable to understand what statute could with justice be enacted, what decree of a Court could be made, which would induce competition in the price of anthracite coal. Even though you were to imprison the President of every coal road, permanent competition in price would not result.

So I have come to believe that an indiscriminate prosecution of these great business enterprises in the United States, even though it results in decrees of dissolution, will in the long run produce little practical effect; and further, that an attempt to accomplish the purpose by a prohibition of all monopoly will, as applied to actual conditions, result in unnecessary

restraint upon legitimate business. If there are evils connected with the organization or the operation of these monopolies—and there are very grave evils—they must be reached by some different method.

What, then, can be done? What do the trusts themselves in the present emergency say ought to be done?

Not many years ago they assured us that publicity was the one thing needful and that with publicity all evils would disappear.

Of the value of publicity no doubt can be entertained, but publicity is mainly of benefit because people believe that if their misdeeds are known steps will be taken to correct them. As soon as it becomes certain that nothing is to be done, the value of publicity largely disappears.

To-day it is generally recognized that publicity alone is not sufficient, and we are told that we should have regulation. This is the statement of Mr. Gary, of the Steel Corporation, and his sentiment is vociferously echoed by hundreds of lesser lights. The last authoritative utterance on that subject which I have seen is from Mr. George W. Perkins.

Mr. Perkins, as you know, was formerly a trust organizer himself. Indeed, he was most skillful in that direction—perhaps, I ought to add, most heroic, for Mr. Perkins himself says that no heroism is greater and no patriotism more disinterested than that involved in the creation of a great monopoly. As the wise men of India retire into the desert in order that they may in silent contemplation evolve true notions of life and its problems, so Mr. Perkins has withdrawn from all active participation in business to the end that he may in the solitude of his library solve these intricate puzzles. He has at last emerged from retirement and opened his lips upon this subject. He, also, tells us that what we need is regulation.

In this I quite agree. The correct treatment of Big Business is by regulation, not by prohibition.

But what regulation? All this general talk gets nowhere. How shall the Sherman Act be amended? What additional legislation shall be enacted? In a word, what shall be done?

It is presumptuous for me to make even a guess, where Mr. Perkins declines to speak; but I wish, nevertheless, in the few minutes remaining, to give you my impressions of the direction which future treatment of the trust problem should take, and finally, to state the thing which ought now to be done.

First. The law should be made clear and unambiguous in its terms. What business demands above everything else is certainty. The application of the statute to particular cases should not depend upon the judgment of a Court or the opinion of an Attorney General. If the ques-

tion of dueness or undue must at some time be passed upon, that should be done before and not after the enterprise is established. Every man should know before he begins exactly what is within and what without the statute.

It is my impression that the Sherman Act can not be brought into proper form without omitting all reference to monopoly. I do think that all contracts and all conspiracies in restraint of trade, whether die or undue, should be prohibited.

Second. The penalties must be such as will actually deter. In the present epidemic of trust dissolution the penalty, in the few cases where any penalty is imposed, is almost invariably by fine, seldom exceeding \$5,000. This is no punishment to the men upon whom it is imposed. As well might you try to prevent the robbing of your orchard by confiscating one-half the apples which you find in the boys' pockets. Nine times out of ten he is not caught at all, and upon the tenth occasion he gets away with one-half the booty.

I would not for one moment suggest that an official of the United States Steel Corporation should be imprisoned if that concern were finally declared to be illegal, for he had no means of knowing whether he was violating the law until the final judgment of the Supreme Court of the United States. The great objection to the interpretation which that Court has put upon the statute is that its criminal features can not be enforced. Make the terms of this act definite, and then if Big Business violates it impose upon the millionaire the only effective punishment. When one or two of these gentlemen have contemplated life for six months in a prison cell you will have made some progress toward the enforcement of an anti-trust act.

Third. Unfair competition should be prohibited.

The uniform policy of the Standard Oil Company, until within the last two or three years possibly, has been to kill off its competitors, and having rid itself of competition to charge an extravagant price. If, for example, the price at which kerosene oil was selling in a particular community was 10 cents per gallon and an independent dealer entered that field, the Standard Oil Company would reduce its price to 5 cents a gallon—less than the cost of production. When the independent had been forced either to sell out to its great rival or to give up the unequal contest, the Standard Oil Company would advance the price to perhaps a higher figure than that originally in force.

This was among the least disreputable of the practices by which that company suppressed competition. Under resolution of Congress the Interstate Commerce Commission investigated the history and operations of the Standard Oil Company. I have listened for days to testimony re-

counting those practices and their effect. I know the conditions under which petroleum is refined and distributed, and I am willing to say that had the Standard Oil Company never been guilty of an unfair practice and never possessed a transportation advantage, it could not have built up the monopoly which it did—certainly it could not have made the enormous profits which it has. The most important factor in the development of that combine has been the unfair treatment of its competitors.

This is not true of all trusts and monopolies by any means, but it is true of many; and to the extent that it is true it should be dealt with by law. The little competitor is no match, single-handed, against his great rival. If we desire competition we must make that competition fair and therefore possible.

So far as I know, there is at the present time no Federal statute touching this subject. I believe that during the last twenty years a proper enactment of this sort, vigorously enforced would have done more than the entire Sherman Act in promoting fair business methods and checking improper monopolistic tendencies.

Fourth. The agencies of transportation must be entirely dissociated from the shipper.

The great advantage which the Standard Oil Company has enjoyed in recent years over its competitors has been through its pipe lines, the ability to transport at a nominal cost the crude oil from any field to any refinery and to distribute by the same method its refined product.

An independent who buys iron ore in the Northwest must transport it to the Great Lakes over the railroad of his rival the United States Steel Corporation.

The cause of the anthracite coal trust has been the community of ownership between railroad and coal mine.

The Congress has undertaken to deal in part with this question in the commodities clause of the Act to Regulate Commerce but the interpretation put upon that provision by the Supreme Court renders it largely inoperative. These questions touch property rights of vast proportions and can only be dealt with after a full understanding of the entire situation. I am only suggesting the question, not proposing a remedy.

Fifth. In some cases the Government must deal with monopolies in land by acting directly upon the monopoly itself, and by land I mean the earth's surface and whatever is upon it or under it.

To-day the United States Steel Corporation controls a large portion of the available iron ore of certain kinds in the United States. It is said that attempts are being made to acquire title to all the available soft coal in certain sections. In other sections the standing timber is fast falling

into the hands of a few individuals and corporations. The time will come when he who would enter upon a manufacturing enterprise will find that the material with which he must work—the ore, the coal, the timber, the water power—has been engrossed by his rival, to whom he must pay for the privilege of becoming a manufacturer whatever that rival exacts. This is not matter for political agitation, but for serious study and intelligent action. Further, let it be remembered that it is much easier to prevent that than to undo.

Sixth. If no contract in restraint of trade were permitted to exist; if illegitimate and unfair competition were prevented; if no shipper owned an agency of transportation, and such agencies were open to and used by all alike; if all persons could obtain upon the same terms those articles entering into production which come from the earth itself, I do not believe that many instances would be found where harmful monopoly would exist.

There would not be the competition in price of bygone days. The number of producers has been reduced, and price competition among the few of necessity largely disappears. There would be competition in quality; there would be a demand for efficiency, and there would be, I think, from various causes direct and indirect, sufficient competition to prevent extravagant or extortionate prices.

Such a condition would probably be better for all classes than our old-fashioned, unrestricted competition. Better for the laborer, who would receive fairer treatment and higher wages; better for the producer, whose profits, if not greater, would be more certain; and better, or as good, for the consumer, to whom the price would be as low, even though the laborer and the producer were better paid, since the conditions of production would tend to greater economy.

It can not, however, be denied, that there might still be instances where the price to the consumer would be extortionate, and if such cases arise I see no other way than to deal with this monopoly as we deal with the railroad monopoly, by laying hold upon the price itself and making that reasonable. I can see no way, for example, if the price of anthracite coal is too high, by which that price can be reduced, except to fix a maximum which shall not be exceeded.

Seventh and last. I have always believed that the proper and effective regulation of our railroads should begin with the organization of the corporation and its capitalization, and my belief is the same with the trusts. Whether we must finally require the Federal incorporation of all corporations engaged in interstate business; whether the Federal authority must finally approve all or any stock and bond issues;

to what extent we should require the capital stock of the corporation to represent at its par value money or money's worth—upon these and kindred questions I express at this time no opinion. But I do believe that to-day we should require every corporation desiring to engage in interstate trade and owning property beyond a certain amount to file with the United States Government full information covering the purpose of its organization, the authority given it by its charter, and an exact account of what its bonds and stock represent. The Government should have authority in any case to verify the truth of those statements. This information should not be private, but should be open to every member of the public desiring access to it. Such publicity would protect the investing public and, indirectly, the entire community. Had this been the law for the last quarter of a century many of the most pernicious trusts never would have come into existence, and we should have to-day a mass of information of the highest possible value in dealing with this problem.

I am aware that few agree with me as to the importance of this form of supervision, but it is a part of my creed, which can not properly be omitted.

I have indicated to you the direction which, to my mind, the regulation of trusts should take. How shall a beginning be made? What shall be done now?

Up to the present time the trust problem has been political. While it has been approached from some quarters by competent investigators, and while certain phases of it are accurately understood as academic propositions, the whole subject as a practical question has never been intelligently studied, nor is there to-day adequate information upon which to reach a conclusion. If this problem is ever to be properly dealt with, it must be taken out of politics and treated in a non-partisan fashion.

It seems to me this could best be done by creating an Administrative Commission, which should bear somewhat the same relation to the Anti-trust Act which the Interstate Commerce Commission bears to the Act to Regulate Commerce.

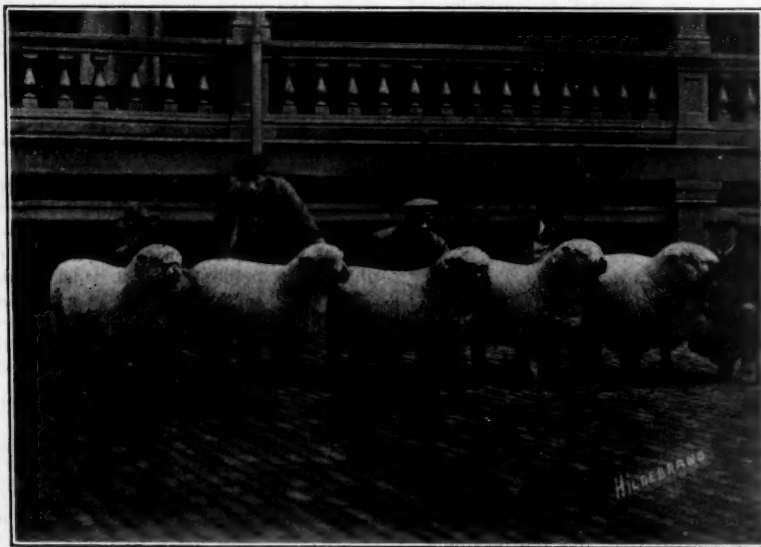
I am aware that there is a widespread prejudice against interference in business matters by Government Commission. It is felt that we have too much law already, and that what business needs is less rather than more.

When our forefathers landed on these shores the thing most apprehended was interference by the Government in private affairs. What the individual desired, above everything, was to be let alone by the ruling authorities and suffered to work out his own destiny. Every delegation of authority and every constitution was hedged about with provisions of this kind. To-day the condition is exactly the reverse. Ow-

ing to our material and commercial progress, and the economic changes which have accompanied this, it has come to pass that the Government must protect the individual. No one person is strong enough to cope with these great aggregations which afford us the conveniences and the necessities of daily life. The railroad, the gas company, the great commercial enterprise, supply illustrations against which the individual is powerless. No better way of

sary and insisted upon it. Without the first ten years the last five could never have been.

So, I believe that a Commission of broad minded men, competent to understand and deal with this situation, would in time make plain the true nature of the question and the proper remedy; that by a gradual evolution there would come about a general understanding as to what ought to be done.



Waiting for the Democrats to Act on Report of the Tariff Board.

exercising the necessary governmental interference has been found than by an Administrative Commission, properly constituted.

The first duty of this Commission, and its main duty, at the outset, should be to investigate and report. It should be given the fullest power to obtain information both by private and public proceedings, and to make that information public. It should report to Congress the result of its investigations and its conclusions as to further legislation.

I have been for fifteen years a member of the Interstate Commerce Commission. During the first ten of those years that body exercised little real power except the authority to investigate and report. In the last five years it has possessed an authority little short of tremendous, and yet the work done during the first ten years was just as necessary as that of the last five years.

It was largely due to the investigations and publications of that Commission that the public came to be informed of actual conditions and that a public sentiment was created which appreciated what was neces-

But while the principal duty of this Commission at first should be the seeking of information and the acquiring of a correct notion of the task before it, I also think that from the very first it should be invested with certain administrative duties.

It should stand as the representative of the public, should receive and investigate complaints and should prosecute, through the Department of Justice, violations of the act.

Provision should be made against unfair competitive methods and this Commission should be charged with the duty of enforcing those provisions. It should be given authority to make within proper limits, orders which would secure a compliance with the statute.

It will finally become apparent that the supervision and regulation of Big Business is an administrative and not a judicial function. These trusts can not be controlled by the Courts, nor by Court methods. Here, again, the history of the regulation of railways is most significant.

For more than a quarter of a century the English people attempted to supervise

and regulate the operations of their railways through the Courts. The result was failure, and finally the attempt was abandoned and a Commission was created.

The United States had the same experience. For twenty years it was sought to administer the Act to Regulate Commerce by judicial decree. Experience showed the futility of the attempt; it was abandoned and the Commission was given administrative authority.

So it is with the regulation of these trusts. To begin a suit to-day and obtain a decree of dissolution five years hence gets nowhere. The people who might be benefited are already gone. The true remedy is to prevent. You must lay your hand on the thing itself and control that. This is administrative in its character, not judicial, and we should provide at the very outset the machinery with which to exercise that authority, granting the authority itself just as rapidly as it can be safely and intelligently done.

A SHEEP HERDER'S LAMENT.

This country's goin' to the bad, by heck,
'Tain't what it used to be
In the good old days—
'Bout nineteen-three.

With this row 'bout "high livin'," an' "liv-
in' high,"
An' trouble, an' tariff, an' Taft,
An' "dry farmers," an' "furrows,"
An' "fences," an' fuss;
Why, it's drivin' us herders plum' daft.

But what gets us a-goin',
An' makes us plum' sore,
An' calls fur cuss-words an' dismay,
Is this Underwood business,
An' all that's wound up
In this "dope" they call Schedule K.

It's hard enough fightin' the battles of life,
An' fightin' the storms on the plains;
You're out in tough weather an' take all
that comes,
An' git little thanks fur your pains.

You sure earn your honey—(your forty an'
grub)
When you stay up all night with the
woolies,
'Cause the wind from the north, an' the
sleet, an' the dark
Drove your bunch away down 'long the
coulees.

But that's part of the business,
An' part of your work, an' 'ginst that
I've got nothin' to say
If them fellers in Congress
An' Taft an' that bunch
Would just let up on Schedule K.

—T. E. ROUNE,
Chinook, Mont., December 28, 1911.

To National Wool Growers Convention,
Omaha, Nebraska

A Minimum Speed Law

By Dr. Wm. O. Stillman,
President American Humane Association

Mr. President, and Members of the Forty-Eighth Annual Convention of the National Wool Growers Association:

IT IS needless for me to refer in your presence to the enormous importance of wool to civilized man, especially in the colder climates. It enters so largely into his requirements for his clothing and his house that it has come to be regarded as a personal and domestic necessity. It is likewise unnecessary for me to refer to the millions of dollars which are invested in the industry which you represent. Ever since man emerged from pure savagry into a pastoral life, when his wealth was almost solely measured by the extent and numbers of his flocks, wool has played a prominent part in the same role in which he has been found since that prehistoric period. The denizens of cities sometime seem to forget their dependence upon this national product and the statesmen who sit in the halls of Congress, at Washington, likewise seem, at times, to fail to appreciate the importance of full and ample protection for this great and necessary national industry.

I am not addressing you, however, from the standpoint of the wool grower or the financier. I represent those interests in the community that believe that livestock, in its transportation, should not be subject to starvation and abuse in such a degree as to be unworthy of our pretensions to civilized decency. The records of the Department of Agriculture in Washington show that livestock has frequently been kept on the road far beyond the twenty-eight hour limit which is ordinarily taken as the standard, and suits against the railroads have proved that stock not infrequently is kept from thirty-eight to seventy-two hours, or more, in the cars without food, water or rest. We consider this cruel and inhumane. We do not believe that men or corporations should be permitted to treat living beasts with such cruelty, either through carelessness or greed for gain. We consider it a disgrace to our civilization that acts of this kind are perpetrated by our railroads, not only through carelessness and indifference, but also frequently with systematic callousness and defiance of public sentiment, and of the law.

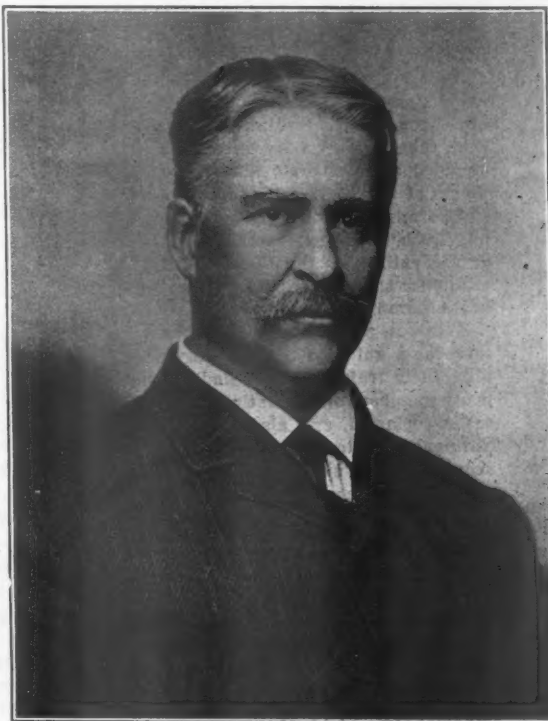
I believe, without exception, that the practice of humanity on the part of stock-

men will be found co-incident with their monetary interests. Humanity pays. Certainly in the particular instance which I have enumerated, the interest of the stockmen and of the humanitarians absolutely coincide. Not only do sheepmen suffer from the unsatisfactory service furnished by the railroads, but livestock shippers of all kinds are made to feel the unfairness with which they are treated by the railroads. To-day I was looking over the columns of a well known Chicago live

from Glendive to Chicago with one load of cattle. I had to unload the cattle four times. Under normal conditions I should not have been on the road over four days and unloaded the cattle at the most over two times. Weather conditions were very favorable for fast running time."

The editorial laments that stockmen in the aggregate are losing millions of dollars annually through shrinkage in getting their stock to market, because of poor hauling service. It demands that a speed limit law should be enacted by Congress, for no one is benefited, as "all the loss is through the slats of the railroad cars." The shippers gave the cause for the delays as largely due to "poor railroad equipment." First an engine would give out; then there would be hot boxes to fix; then a stock train would be side-tracked, first for passenger trains and then for through freight trains. In any event the stock shrank heavily and the money loss was a big one. Of course, the members of this convention understand this subject only too clearly and too well. It has touched them in a vital way and interfere seriously with the successful gaining of their livelihood. The question is the old one, asked long ago by that disreputable ex-New York City Boss and the subsequent convict, William M. Tweed, "What are you going to do about it?" This is the question that some of the railroads are asking you.

It seems to me that it is time for all the stock interests to get together and work for a minimum speed law. As long ago as 1906, when Secretary Wilson, of the Federal Department of Agriculture, was consulted in regard to a proper livestock transportation law, he urgently suggested that a speed limit of sixteen miles an hour be placed on the statute books as necessary for the humane protection of the cattle and as essential for the interests of the stockmen. Nearly two years ago, the National Wool Growers Association and the American Humane Association agreed upon a bill to regulate the minimum speed of stock trains, which had been drawn by Mr. Geo. P. McCabe, Solicitor for the Department of Agriculture. This bill was introduced in both Houses of Congress. It was promptly opposed by powerful railroad interests, under one pretext or another. I am under the impression that it needed some modification. Subsequently, an amended bill was drawn, and this, I believe, should be



Dr. Wm. O. Stillman, Albany, N. Y.

stock paper, printed under date of December 1, 1911, and find that the leading editorial is devoted to complaints against railroad service. A prominent dealer from Idaho, mentioned by name, referring to a string of range cattle just brought into Chicago, said: "The run was wretchedly slow, entailing heavy shrinkage in the weight of the cattle. There was certainly no excuse for this poor railroad service. At no point along the railroad was there any congestion of freight and weather conditions were very favorable." Another dealer, also mentioned by name, from Montana, was stated to be very "sore" on account of the atrociously bad railroad service which he received. He is quoted as saying: "It took me nine days to come

introduced in the present session of Congress and pushed to passage. I have no doubt but what the National Wool Growers Association will do its part in good faith to secure the passage of this bill. The question is whether all stockmen will stand together for what is manifestly necessary as a matter of justice and humanity.

There has sometimes been advanced, on the part of stockmen, the argument that the railroads should be handled very carefully, lest if a minimum speed law were passed, there would be an advance in railroad rates. I ask you not to be deceived by any such specious pretext as this. The railroads will advance their rates in any event if they can. In the meantime, seek to protect your own interests and leave the question of rates to the Interstate Commerce Commission which must eventually settle it anyway.

A number of livestock men have declared that any minimum speed law should be coupled with a car shortage provision. Now a minimum speed bill will be fought by the railroads vigorously enough, but a car shortage law would be still more serious from their standpoint. It is better to get one reform at a time. The car shortage problem is a very serious one, I will admit, but a minimum speed law would strike more at the root of the trouble on the start. The chance of getting a compound bill of this description through Congress, and having it enacted into law, is a very slim one. If the railroad companies wished to adopt the surest plan of defeating a minimum speed bill in Congress, they could not do better than to secure an adroit railroad attorney, in their own pay, to tack on a car shortage proposition to the speed bill, and then get the shippers to adopt such a proposition as their own. I earnestly hope that stockmen generally will see through this transparent device and not allow themselves to be made cats' paws of for the benefit of designing railroad corporations.

I believe that the bill which has been prepared by the Solicitor of the Department of Agriculture represents the best solution of the minimum speed problem. It is, however, one thing to draft a just and fair bill, which can be supported both by humanitarians and stockmen, but it is quite another thing to get it safely through Congress.

We have all heard a great deal about the tremendous railroad lobby which is ready to defeat anything which interferes in any degree whatever with the financial interests of the roads. Your association and ours have had some experience with the influence which the roads can exert, but there are limits beyond which public opinion will not stand their encroachment. The railroad corporations have had some experience quite recently in regard to what an aroused and outraged public sentiment

can accomplish. I believe that it is our duty to press this matter until we win. Neither we, nor the public, forget how many railroads have been convicted of wantonly violating the twenty-eight hour law, during the last two or three years, and have been thereby relegated to the common malefactor class. On the other hand, we should also remember that the railroads are great public service corporations which must earn their dividends in order to remain solvent and successful, and that many innocent stockholders and employees are dependent upon them for a living. They are entitled to be treated justly, and I am sure that neither your association nor ours has any idea of asking for aught which is not fair to all concerned.

Recently a very large number of railroad stock time-tables have been carefully analyzed in the office of the American Humane Association and we have found that quite constantly, I think that I may say, that these time tables have been so constructed as to entirely ignore the requirements of the Federal statute governing stock transportation. If anything can show bad faith, in many instances, on the part of the railroads, and the necessity for a minimum speed law, more than another, it is the damning facts brought out by these time tables, printed by the roads and which serve as a guide to their employees in running their trains. I also understand that many members of the National Wool Growers Association, and also of the American National Livestock Association, have been accumulating, systematically, records of violations of the twenty-eight hour law in the transportation of livestock under the personal supervision of the owners or shippers. Please permit me to counsel you to get all such data together, and to have it supported by necessary affidavits, so that it may be presented before the proper Committees in both Houses of Congress. In conclusion, let me wish your association the success and prosperity which its great importance so richly deserves.

FREE HIDES AND HIGHER SHOES.

The Democratic Doctrine of Free Raw Materials Gets a Hard Jolt in This Instance.

(Houston, Texas, Post).

This announcement from Brockton, Mass., the great shoe manufacturing center, will be interesting to all wearers of shoes:

Shoes will cost 50 cents more a pair next Fall, wholesale and retail. If contemplated advances are made the public must pay \$4.50 for footwear which cost a dollar less in the Fall of 1909. Manufacturers profess to be unable to foresee when there will be a reduction or when prices will stop going up, and they are explaining the situation in sending catalogues for the Fall and Winter of 1912 to distribu-

tors. Removal of the duty on hides by the Payne-Aldrich Tariff law did not cheapen them, it is explained, and prices of leather have advanced steadily.

What will the free raw materialists say to this? In response to the efforts of the shoe manufacturers, aided by Free-Trade doctrinaires, the slight duty on hides was removed by the Payne-Aldrich law. The effect of this was to deprive the Government of considerable revenue and to depress somewhat the price of hides. That is to say, the producing interests were compelled to sell hides to the Beef Trust and leather manufacturers somewhat cheaper.

The leather manufacturers promptly proceed to absorb the benefits of cheaper hides. They not only declined to share the benefits with the manufacturers of shoes, but actually raised the price of leather to the point where the shoe men must make another levy upon the 95,000,000 wearers of shoes in the United States.

We recall that some years ago the retail price of good shoes was \$3.00 a pair. The "\$3.00 shoe" was advertised the world over as the highest achievement in shoe manufacture, price, quality and durability considered. Then the retail price for this grade of shoes went to \$3.50, and then to \$4.00. Now another half-dollar is to be added.

When the price first raised, it was pointed out that the duty on hides was a determining factor, and a movement for free hides, well financed, was begun. The New England Protectionists favored the elimination of the duty, because that would give additional protection to the shoe industry, and the Free-Trade doctrinaires favored it on the theory that it was desirable to hit the Tariff wall wherever possible. So the duty on hides went off, the Government lost its revenues and the leather trust pocketed the advantage and raised the price of leather, which the shoe manufacturers now intend to recoup from the people.

How are the free raw materialists going to explain this? They have slammed the producers of hides upon the theory that the people would get the benefit, but the leather manufacturers, a branch of the Beef Trust, grab the benefit and the people must pay more for shoes and all the theories of the free raw materialists fall to the ground.

And what will the people say, when they come to pay this latest raise, of the brilliant statesmanship that compels them to make up for the loss of the Government's revenues by additional taxes and at the same time pay 14 per cent more for their shoes, while interests already highly protected walk off with the money that was expected to reach the people in the form of cheaper shoes?—Economist.

A Wool Grower's Co-Operative Mill

By Magnus Brown Before National Wool Growers Convention, Omaha

THIS is perhaps the most important meeting of this association that has ever been held. Its importance lies in the fact that it is for this meeting to decide whether the wool growers of the United States are going to emancipate themselves from the clutches of an industrial condition that has become intolerable, bringing about this emancipation by substituting an intelligent, comprehensive co-operation for the past subservient attitude toward interests that have proven inimical to the interests of the wool growers of America.

This statement may seem rather strong to some of you, but when you stop to think that while our industry has been languishing, the great industries of steel, of coal, of lumber, of mining, of transportation, of banking, of milling, and even of the leading textile corporations have flourished. While we men who have produced the raw wool that goes to clothe the people and keep them warm have been wondering when the end of depression would come for us, thus saving us from bankruptcy, those who were the greatest consumers of our product were continuing to pay regular dividends.

Why should this be so? Particularly in view of the fact that there is a constantly contracting supply of wool both in our own country and abroad, compared with the growth of the wool using population? I think a little analysis will show the cause for this anomaly of lowering domestic prices accompanying decreasing production. It is well to make prominent at this time the fact that our wool values are out of harmony with the world's trend, which seems to be governed, somewhat at least, by the world's statistical situation. Why, again, should wool be the only agricultural product that is not enhancing in price along with the general trend of such prices?

Some will immediately say that this anomaly is easily explained. That the constant tariff agitation that has been going on has destroyed confidence in the wool manufacturing circles, and the lowered domestic price is simply the result of their timidity. I am going to boldly deny this and here make the counter assertion that this idea was started and cultivated by the designing, and was given volume by the parroting of the ignorant. Long before the antagonism to Schedule K assumed its present volume, the conspiracy against the price of our wool began to show its effect. But I am not here to discuss a wool tariff, and only mention it as incidental to show the time is past when the wool growers of this country can depend on ad-

verse interests to give them more for their product than they have to. Our present tariff law simply shows what intelligent, organized, concerted effort will do in the framing of a law for the benefit of the organized interests, enabling them to force domestic conditions out of all harmony with the universal trend.

What should this do for the wool grower? It should teach him that he must build a more comprehensive organization, and then manage this organization with loyalty and intelligence for the whole wool growing interests, regardless of locality. This organization must mean as much to the small wool grower of Maine or Pennsylvania as to the larger one of the Mississippi Valley or the still larger one of the Western range. This kind of an organization implies that the strong, both intellectually and financially shall defend and protect the weak. At first glance this may seem like placing an undue burden on those who may disclaim any obligation for being their brother's keeper. But to this may be urged the answer that this is a day of organization, and that an industrial organization may be likened to a great machine that will not run without the tiniest screw or bolt any more than it will without the greatest wheel contained in its mechanism. The unorganized are always used to defeat the ends of organization in all other fields of production or labor, so why not we wool growers learn wisdom from those who have pioneered in the realm of economic progress and make the cause of one the cause of all.

Added to this cohesive business interest of the wool growers for each other, they must also develop an interest in the ultimate consumer. There has been an organized, persistent campaign of education carried on in the past to influence the general consumer that the reason why they have not been able to obtain woolens in this country equal in prices and quality to those within the reach of the consumers of Europe was because of the import duty on wool. The discrepancy between the cost of the finished product is so great that it is necessary for us as a matter of self-protection to show them that it is not the wool grower that is getting the undue proportion of the price, but intermediaries who have added nothing to the value and stand between the producers and consumers as mere handlers. But it will not do to alone prove to the consumer that this condition exists. We wool growers must furnish to the consumers a means of escape from this condition by making it possible for the consumer to obtain the articles that he and his family should use at a price that he can af-

ford to pay. By doing this we will change him from an enemy into a friend. He is willing to give us producers what the legitimate cost is not beyond his reach. In any industrial system the equation will work out to a fair basis of exchange if the worker can exchange approximately the same value of his labor for the labor of another. But adding to this a multiplicity of profits will simply cut him off from any exchange whatever, restricting him to the bare necessities of life for himself and family.

In your mind is arising the question: "How are you going to bring this condition about?" To my mind this is simple. Let the wool growers see that the National organization is officered by men who are broad enough to see our country as a whole. Then let the wool growers equip themselves with a manufacturing establishment, manned by their best and most trustworthy representatives, wherein they can demonstrate to the people just what it DOES cost to produce the standard fabrics that the average householder uses, always paying what the legitimate value of the wool is for what is used in this manufacture, basing this value of the wool on what we have honestly demonstrated this cost to be, and then adding to this the cost of manufacture, paying legitimate wages for the labor employed. We can then say to the consumer, "Here is the product of our sheep, for which we have paid ourselves a fair, living price. This has been turned into what you want to use by skilled labor at a living wage. This fabric was made with the intention of giving you the best that could possibly be made from our wool, which we have found by actual test, is the best in the world. In computing the cost of this fabric we have added nothing but the cost of our wool, plus transportation and cost of manufacture. To all this we must add a certain per cent of advance to pay legitimate returns on the actual capital invested, plus what should be charged for the risks of business. This latter charge has been made just as small as we dare to make it. You may have this product at this price." Does any one suppose that the general consumer would have any quarrel with the wool growers on this basis? Does any one suppose that if we did this, and made our product as staple as granulated sugar, so that whoever obtained any of our product would never be willing to accept any of less value or quality, or give a greater price for similar goods in the future? Do you, my fellow wool growers, suppose that if you knew that some of your fellows were getting a stable, uniform, remunerative price for their good wool from this en-

terprise that they had put only a small investment in that you would be willing to accept less from some outside concern that was not willing to give you the cost of production if they could possibly help it?

What would be the net results of this plan if properly carried out? First, to standardize the wool clip of the different sections. As the price would be fixed on the best uniform standard of the locality, all the wool that was not up to that standard would have to stand a legitimate discount in price. Secondly, to standardize the mill product. This would follow as a natural sequence, because by this plan the people would be educated to know what the best was, and by always being able to obtain it from the wool growers they would soon be unwilling to use any other unless absolutely sure that the substitute was as good and as low in price. With a proper system of publicity we could control the quality of what the people used and also control the price of wool by the grower. Handling 1 per cent of the wool of the United States in this way would have this effect, if the National organization would use the data gained in this manufacturing enterprise to keep the membership informed what was possible.

That enterprises of this kind have not come into existence in the United States is explainable by the fact that their existence has not been so imperatively needed in the past. Our industrial development has just reached the stage within the past few years where the counter consolidation of adverse interests is necessary as a matter of self preservation. If we recognize the fact now that we wool growers must prepare to eliminate those who stand between us and the consumers if our interest demands it, and then consistently and honestly work for it we will either force our domestic manufacturers to deal with our organization in fixing the price of our product, or else make the remuneration so small to them that they will give up the supplying of our people with what they use in the shape of woolen fabrics.

The feasibility of this plan has already been worked out in a small way. That the consumers are sick and tired of the stuff they have been getting under the name of wool is easily proven. That they will gladly take advantage of any chance to get away from this condition is also demonstrated by their efforts at co-operation. We wool growers never had a better chance to take advantage of favorable conditions than to-day. We have the opportunity to form an alliance direct with the consumers that will be mutually profitable and agreeable. This alliance will not entail the disappointment that other alliances have in the past for the wool growers. It will make friends of those who will appreciate a square deal. By an alliance with the consumer we have nothing to lose and everything to gain. Why not do it?

EXECUTIVE COMMITTEE National Wool Growers Ass'n.

ARIZONA

HUGH CAMPBELL, Flagstaff

CALIFORNIA

F. A. ELLENWOOD, Red Bluff

IDAHO

F. J. HAGENBARTH, Spencer

ILLINOIS

W. W. BURCH, Chicago

IOWA

V. G. WARNER, Bloomfield

KENTUCKY

W. T. CHILTON, Campbellsburg

KANSAS

E. E. HAZEN, Hiawatha

MINNESOTA

MAGNUS BROWN, Farmington

MONTANA

E. O. SELWAY, Dillon

NEBRASKA

ROBERT TAYLOR, Abbott

NEVADA

THOMAS NELSON, Stone House

NEW MEXICO

H. F. LEE, Albuquerque

OHIO

S. M. CLEAVER, Delaware

OREGON

GEORGE M'KNIGHT, Vale

TEXAS

B. L. CROUCH, San Antonio

UTAH

PETER CLEGG, Tooele

VERMONT

E. N. BISSELL, East Shoreham

WASHINGTON

F. M. ROTHROCK, Spokane

WEST VIRGINIA

S. C. GIST, Wellsburg

WISCONSIN

ARTHUR STERECKER, Manitowoc

WYOMING

J. A. DELFELDER, Wolton

Editor NATIONAL WOOL GROWER,

In the Daily Trade Record of New York, issue of the 28th ult., is a copy of your article on Ad Valorem Duties on Wool, which article includes a paragraph of a letter written by me to Hon. Sereno E. Payne under date of January 23, 1909 (page 5,484 Tariff Hearings), as a reply to one written by Mr. Whitman to Mr. Payne on the same subject.

If you will refer to my letter of November 27, 1908, and had given your readers the whole of the letter instead of only a paragraph, (that looked to you to be a "find"), it would at once be apparent that the statement you quoted was wrong.

This letter of January 23, 1909 was dictated in haste, was not carefully read at

ter being put in print, and the omission by the stenographer was not noticed by me until some time afterwards. This was talked over with the late Senator Dolliver about April, 1909, and the object of doing so was to ask the Senator's opinion whether I should have the paragraph corrected. He said the reprints were out, and as there was not going to be any change in the wool duty, it would not make much difference. I also brought it to the attention of the editor of a paper a couple of months afterwards, who thought it was worth correcting. It was my intention to have written Mr. Payne a letter, but as times were very strenuous and as I was kept pretty busy, it quite slipped my mind.

The paragraph as dictated should have read as follows, and I place in parentheses the part that was omitted:

"The woolen manufacturer demands a square deal on his raw material, and that can be gotten by ad valorem. The only other method of putting it on an equal basis, would be by ascertaining the loss through a system of conditioning houses and payment of duties made on the clean product. The difficulty in this plan is to get fair samples of the wool so as to get an accurate return of the clean wool, (besides it presupposes the ability of the Government to procure competent appraisers of the value of the wool when cleaned, so that a duty according to the clean value of the different wools might be assessed). Wool has well known values the world over and these values can be ascertained from week to week. It is bought on the estimate of what it will yield, and the wool buyer is wonderfully accurate in his judgment, so that on an ad valorem basis, beyond any question, the loss to the Government by undervaluations would be exceedingly small and at less administrative cost than the other method."

A reading of the whole letter would be evidence enough to a person that there was something wrong with that paragraph.

The other references to myself do not cut any figure. The fact that I testified that the Wilson Bill was satisfactory to me as it was to a good many others, has no bearing on this discussion. You do not mention, however, that at the same Committee hearings when asked by the Chairman of the Committee what rate of duty upon wool I would advise at that time, I replied 50 per cent. Anyone who wishes to be fair can at once see that you are taking a mean advantage by only telling a part of the story and holding what doesn't please you, back. In all this discussion on the wool question, none of those who are opposed to me, nor any wool grower, has ever accused me of telling only what suited my side of the story.

I hope, Mr. Editor, that you will see that in fairness you ought to give your readers the benefit of my explanation as to how a part of a sentence in the paragraph was dropped out and unfortunately escaped my attention.

EDWARD MOIR.

B. L. Crouch to National Wool Growers Convention, Omaha

Our Texas Sheep and Goat Raisers Association had hoped to have been represented in the annual meeting of the National Association this week in Omaha. But, on account of expenses incurred by the Association this year, at obtaining wild animal bounty legislation from our Legislature, and sending a delegate to Washington last May, and expenses to be incurred, by reason of sending delegates to appear before the Committees of Congress, co-operating with the National Association, during the present session, the Executive Committee has decided to allow the annual meeting of the National Association to pass without representation from our association, which our association very greatly regrets.

But, we hope our non-representation will not be considered cause for barring us from making a suggestion for your consideration, which, if the suggestion does no good, will do no harm, and with this idea in mind the suggestion will be made.

You are well aware that the condition of the sheep industry of the United States, as shown by the census of last year, is such as to entitle the subject to serious consideration in the mind of every patriotic American.

The decrease of 666,193 grown sheep, as shown by the census, from the number shown by the census of 1900, and the increase of number of sheep slaughtered for food in 1909, in the regular slaughtering establishments in 1899, being as 14,067,000 to 9,110,172 compels the conclusion that people are consuming the sheep stock as food faster than the farmers and ranchmen can grow them.

The cause of the failure of the farmers and ranchmen to accomplish a continual increase of the sheep stock of the country, since wool was restored to the dutiable list in 1897, comes of the fact that there was not a sufficient number of female sheep left in the United States at the close of the free wool policy, in 1897, to enable the farmers and ranchmen to produce enough sheep to meet the demands of the people of the United States for mutton, and at the same time make any permanent increase of the sheep stock.

This insufficiency of female sheep, at the close of the free wool policy, to enable the farmers and ranchmen to accomplish a permanent increase of the sheep stock was pointed out by the writer of this a letter to the late Judge William Lawrence, many years President of the National Wool Growers Association, (a personal friend of the writer of this) in May 1897, which letter Judge Lawrence published in the "Shepherd's Journal," in June of that year. Add to the above facts (as shown by the census reports), the

further reasonable conclusion that there has been a still further decrease of the sheep stock, by reason of tariff agitation during the past eighteen months, and the subject becomes more serious. And when you stop to realize that we are now producing not more than one-third the quantity of scoured wool our people are annually consuming, considering the raw, and manufactured, and half-manufactured wool annually imported, and the further fact that of the countries that we are able to draw most largely from, the Argentine country is fast going under the plow, her sheep stock deteriorating; and Australia, subject to her periodical disastrous drouths, (during 1899 to 1903, her sheep stock decreased from 122,000,000 to 76,000,000, by reason of starvation), with our aggregate consumption of wool steadily increasing, all these facts, taken together, are sufficient to warrant feelings of alarm in the minds of all unprejudiced, patriotic Americans. While we of the South can produce enough cotton to clothe the people of the world, in Summer, you know that you cannot put enough cotton clothing onto the multitude living in the frozen northern States in Winter, to save them from perishing. Therefore, the necessity for a steadily increasing, enormous annual supply of wool for the use of our people; the estimates of the Census Bureau showing that by the middle of this century, at present rate of consumption, per capita, we are to require more than one billion pounds annually.

The uncertainty of our obtaining the necessary supply from abroad, compels the conclusion that the only certainty of possessing the supply annually required, will come of our producing it.

Admitting all these facts, the question arises as to how the present occurring decrease is to be stopped, that the necessary increase may be commenced.

To the writer of this, it seems that this necessary condition can be accomplished only by the enacting of drastic legislation by Congress. In the revision of the tariff, there should be a revenue clause embodied, levying a sufficient tax per head, on the slaughter of female sheep, of less than 4 years of age, for interstate commerce, to virtually stop the slaughter of this class of sheep. Other methods tending to cause an increase of the female sheep of the country should be adopted. The enacting of such legislation by Congress will be objected to by many sheep raisers, at first thought, but by refusing to approve such legislation, they will be putting themselves in the position of the dog in the manger. For it is not possible, with the present insufficient supply of female sheep in the country, for the farmers and ranchmen to

supply the demands of the people of the United States for mutton, under normally prosperous conditions, and make any increase of the sheep stock, or maintain the present decreased number by the inducement of any rate of import duty that has ever been levied by Congress. As we all know, the object of levying protective import duty rates is for the purpose of inducing the people to make the country self-supplying with the product protected. While with the manufacturing and the rice industry of our country, it has been simply a question of obtaining a supply of raw material and labor (land constituting the condition requisite in the rice industry), but with the sheep industry the laws of nature govern.

It is not reasonable to expect the multitude to consent to go on taxing themselves for the encouragement of the sheep industry, unless it can be shown that if the industry is given proper legislative consideration, the country can be made self-supplying of all the clothing wool that it now requires, or that double or treble the present population will require. Our country possesses the conditions requisite to enable it to carry successfully 200,000,000 sheep. Texas alone can, and will carry, under the pasture system (the wolf exterminated), 40,000,000 to 50,000,000 sheep, given protection equaling the difference between the cost of production in the United States and in competing countries.

The people must be convinced, through the press (the National Association should raise a Committee for the purpose) that it is too dangerous to fail to rebuild and properly increase our sheep stock; to fail to do so, thereby becoming dependent largely on Australia and New Zealand for our supply of wool, with China and Japan making wonderful progress, lying in our route to and from our source of supply, would be suicidal on the part of our nation. A supply of wool is a military necessity of our people. Congress and the people must be convinced of these facts.

It is hoped, and expected, that the National Association when asking Congress for protection for the industry, in amount equaling the difference between the cost of production in the United States and in competing countries, will also point out to Congress the legislation necessary to enable, and induce, the people to make the country self-supplying of clothing wool.

The importance of this subject is my excuse for making this letter of great length. San Antonio, Texas, December, 1911.

Everything points to a good wool clip at good prices. Let us help it along by packing our wool carefully and honestly.

Protection Against Wild Animals

Predatory Animals Destroyed.

States or Territories	Bears		Mountain Lions		Wolves		Wolf Pups		Coyotes		Wild Cats		Lynxes		Total	
	1910	1911	1910	1911	1910	1911	1910	1911	1910	1911	1910	1911	1910	1911	1910	1911
Arizona	16	15	41	33	12	16	....	....	273	288	114	110	56	10	612	612
California	73	37	23	5	2	3	....	2	903	743	309	193	37	15	1347	*998
Colorado	12	11	3	8	6	31	11	25	613	1008	88	70	3	2	736	1155
Idaho	31	25	10	1	30	21	....	....	1177	1328	90	52	3	3	1341	1430
Minnesota	2	1	....	....	....	....	....	....	....	....	....	....	....	....	2	1
Montana	35	20	7	1	38	12	105	5	459	183	33	15	10	3	687	239
Nebraska	....	....	....	....	....	....	....	....	30	49	....	....	....	....	30	49
Nevada	....	....	....	....	....	....	....	....	39	137	3	5	2	....	44	143
New Mexico	9	33	6	28	24	67	....	11	1238	250	104	77	6	23	1387	439
Oklahoma	....	....	....	....	....	....	....	....	27	45	14	58	....	....	41	103
Oregon	47	23	1	4	6	3	6	....	960	743	64	108	....	4	1084	885
South Dakota	....	....	....	....	....	....	....	....	....	33	....	....	....	....	....	33
Utah	....	2	1	2	2	11	....	....	1185	1289	292	125	....	3	1480	1432
Washington	38	40	6	3	1	....	....	6	11	83	35	19	12	4	103	155
Wyoming	8	6	....	2	8	....	26	20	242	308	23	38	2	5	309	387
Total	271	213	98	88	129	172	148	69	7157	6487	1168	870	131	72	9103	7972

*Also two wolverines and 6 foxes, or total of 1006 animals for California.

Forest officers killed the foregoing animals harmful to live stock and to game animals:

The total number killed was 12.5 per cent less than in 1910. There was a falling off of 21 per cent in the number of bears, 10 per cent in the number of mountain lions, 53.5 per cent in the number of wolf pups, 11 per cent in the number of coyotes, 25 per cent in the number of wild cats, and 45 per cent in the number of lynxes. There was, however, an increase of 25 per cent in the number of grown wolves killed. These reductions are probably due to a general reduction in the number of predatory animals infesting the National Forests and adjacent ranges. The work has served as an example and a stimulus to the settlers within and adjacent to the Forests, who have themselves killed many thousands of animals. On the Wallowa National Forest, in Oregon, the spread of rabies among the coyotes during the Summer of 1910 caused widespread apprehension and resulted in serious losses of live stock. At the request of the settlers, the District Forester assigned several of the best qualified forest officers in the State to the work of destroying the coyotes. They were so successful that this Spring some of the permittees allowed their lambing bands to graze unattended throughout an entire day without suffering any loss whatever from wild animals, a condition practically without precedent in the history of the country.

The work of clearing the ranges of prairie dogs continued until the latter part of the year, when arrangements were made with the Biological Survey to take over the work. The natural distribution of the dogs is mainly within Districts 2 and 3, and most of the work performed was within these two districts. The treated areas have not been entirely freed from rodents, but the prairie dogs have been so reduced in

number that they can no longer completely denude the lands occupied.—Report of Chief Forester.

BLACK AND GRAY HAIRS IN WOOL (To the Pastoralist).

Sir: Numerous complaints having been made to this Chamber of the increasing prevalence of black and gray hairs in all classes of wool a joint meeting of the wool merchants', spinners', and manufacturers' sections was convened to-day for the purpose of finding out whether this difficulty was confined to individuals or was general throughout the trade. A very largely attended meeting was the result, and every speaker on the subject had the same complaint to make, viz., that black and gray hairs were prevalent, more or less, in every type of wool, both colonial and English. The Continental manufacturers have also strongly expressed their feelings to the same effect.

It was pointed out by many speakers that these black and gray hairs are found in the staple, and are chiefly due to the practice of breeding from the Shropshire and Down types of sheep, due no doubt to the desire to improve the quality of the carcass, whilst some speakers pointed out that in many districts the presence of a black lamb or a black sheep in the flock was considered to be lucky.

These black hairs are comparatively few in number, and are so spread amongst the white ones as to render it impossible to take them out by sorting, and are therefore most deleterious for all but the cheapest or darkest kinds of cloths.

As the trade in pure white goods has been developed to an enormous extent, and it is one of the most important branches in the industry, the wool trade section of the Chamber strongly desire to impress upon all growers the importance of exercising

such action as they may deem expedient to remedy these difficulties, and recommended—

1. That farmers should not breed from black or gray sheep.
2. That the greatest care should be taken in selecting rams from flocks as free from black hairs as possible.
3. That black and gray lambs be slaughtered.

It is sincerely hoped that the prominence which is now being given will have the desired effect, including amongst others that of where possible, selecting and breeding stock from such sheep as show the least tendency in this direction.

We are, Sir, etc.,

JNO. E. FAWCETT,
Chairman, Wool Trade Section.
P. ANDERSON, Secretary.

The Bradford Chamber of Commerce (Incorporated), Exchange, Bradford, November 18, 1911.

Reports from all sections indicate that the growers are anxious to eliminate all abuses that have obtained in the marketing of their wool. A few years will see the American clip prepared in as good form as that of Australia.

Thousands of acres of good grazing lands have been plowed up to make poor farming land. Anyone who raises his voice against this iniquity is charged with retarding development and favoring land frauds.

One pound of shoddy displaces three and one-half pounds of wool, but one pound of wool will wear as long as ten pounds of shoddy when made into cloth.

The flockmaster will be well repaid if he remains in the shearing pen during the time his sheep are being shorn.

Live Stock on National Forests for 1912

Number and kinds of Live Stock Allowed
Upon the Various National Forests by
the Secretary of Agriculture During the
Grazing Season of 1912, Arranged by
States.

Number and kinds of Live Stock Allowed Upon the Various National Forests by the Secretary of Agriculture During the Grazing Season of 1912, Arranged by States.					MICHIGAN.			NORTH DAKOTA.		
		Forest	Cattle & Horses	Hogs	Sheep & Goats	Forest	Cattle & Horses	Hogs	Sheep & Goats	
		Marquette	.....	.....	.....	Dakota	.....	400	.....
		Michigan	.....	500	500				
					IDAHO.			OKLAHOMA		
		Forest	Cattle & Horses	Hogs	Sheep & Goats	Forest	Cattle & Horses	Hogs	Sheep & Goats	
		Boise	.....	4,000	143,000	Wichita	.....	4,700	.....
		Cache	.....	12,500	84,000	OREGON.			
		Caribou	.....	7,000	320,000	Forest	Cattle & Horses	Hogs	Sheep & Goats
		Challis	.....	5,000	65,000	Cascade	.....	1,500	33,000
		Clearwater	.....	1,000	25,000	Crater	.....	8,000	500
		Coeur d'Alene	.....	500	5,000	Deschutes	.....	3,000	43,000
		Idaho	.....	2,000	150,000	Fremont	.....	16,000	150
		Kaniksu	.....	500	2,000	Malheur	.....	25,000	130,500
		Lemhi	.....	18,000	76,000	Minam	.....	10,000	60,000
		Minidoka	.....	16,300	65,000	Ochoco	.....	14,000	110,000
		Nez Perce	.....	10,000	50,000	Oregon	.....	.....	.....
		Palisade	.....	7,000	99,000	Paulina	.....	3,000	12,000
		Payette	.....	5,600	105,000	Santiam	.....	200	23,000
		Pend d'Oreille	.....	1,000	30,000	Siskiyou	.....	4,000	2,500
		Pocatello	.....	13,000	30,000	Siuslaw	.....	1,200	4,000
		St. Joe	.....	600	60,000	Umatilla	.....	11,400	85,000
		Salmon	.....	15,500	55,000	Umpqua	.....	1,000	20,000
		Sawtooth	.....	6,200	335,000	Wallowa	.....	15,000	130,000
		Selway	.....	5,000	8,000	Wenaha	.....	12,000	101,100
		Targhee	.....	7,500	122,000	Whitman	.....	8,450	123,200
		Weiser	.....	9,000	84,000				
					MINNESOTA.			SOUTH DAKOTA		
		Forest	Cattle & Horses	Hogs	Sheep & Goats	Forest	Cattle & Horses	Hogs	Sheep & Goats	
		Minnesota	.....	.....	.....	Black Hills	.....	12,000	.....
		Superior	.....	.....	.....	Harney	.....	12,000	.....
		Sioux	.....	.....	.....	Sioux	.....	.....	.....
					MONTANA.			UTAH.		
		Forest	Cattle & Horses	Hogs	Sheep & Goats	Forest	Cattle & Horses	Hogs	Sheep & Goats	
		Absaroka	.....	7,000	104,000	Ashley	.....	6,500	96,200
		Beartooth	.....	4,750	50,700	Fillmore	.....	14,000	47,000
		Beaverhead	.....	23,900	106,000	Fishlake	.....	13,200	56,700
		Bitterroot	.....	5,500	30,000	La Sal	.....	17,450	47,000
		Blackfeet	.....	4,000	8,000	Manti	.....	16,700	155,000
		Cabinet	.....	2,000	14,000	Nebo	.....	16,000	5,000
		Custer	.....	22,000	50,000	Powell	.....	12,500	73,200
		Deerlodge	.....	18,000	50,000	Sevier	.....	10,600	137,000
		Flathead	.....	1,000	.....	Uinta	.....	19,600	263,000
		Gallatin	.....	.....	.....	Wasatch	.....	10,400	16,000
		Helena	.....	20,000	100,000	WASHINGTON.			
		Jefferson	.....	19,000	60,000	Forest	Cattle & Horses	Hogs	Sheep & Goats
		Kootenai	.....	1,200	10,000	Chelan	.....	500	28,000
		Lewis & Clark	.....	6,850	32,000	Columbia	.....	350	20,000
		Lolo	.....	2,000	10,000	Colville	.....	6,000	30,000
		Madison	.....	20,000	99,000	Okanogan	.....	10,000	75,000
		Missoula	.....	14,000	25,000	Olympic	.....	.....	.....
		NEBRASKA.			Forest	Cattle & Horses	Hogs	Sheep & Goats		
		Nebraska	.....	40,000	.....	Rainier	.....	4,800	44,400
		.....	.....	.....	.....	Snoqualmie	.....	.....	3,000
		.....	.....	.....	.....	Washington	.....	2,500	.....
		.....	.....	.....	.....	Wenatchee	.....	500	50,000
					NEVADA.			WYOMING.		
		Forest	Cattle & Horses	Hogs	Sheep & Goats	Forest	Cattle & Horses	Hogs	Sheep & Goats	
		Humboldt	.....	40,000	350,000	Bighorn	.....	34,000	100,500
		Moapa	.....	.....	6,000	Bonneville	.....	10,000	8,000
		Mono	.....	5,000	57,700	Bridger	.....	12,000	26,000
		Nevada	.....	6,500	66,200	Hayden	.....	6,000	170,000
		Santa Rosa	.....	16,500	70,000	Medicine Bow	.....	8,500	80,000
		Toiyabe	.....	16,000	40,000	Shoshone	.....	10,200	71,800
		NEW MEXICO.			Forest	Cattle & Horses	Hogs	Sheep & Goats		
		Alamo	.....	19,250	50	Sundance	.....	5,500	.....
		Carson	.....	11,500	13,250	Teton	.....	8,000	.....
		Datil	.....	35,000	198,000	Washakie	.....	1,950	68,500
		Gila	.....	33,000	152,500	Wyoming	.....	10,000	216,266
		Jemez	.....	8,200	53,000				
		Lincoln	.....	12,800	80,000				
		Manzano	.....	2,800	27,550				
		Pecos	.....	7,275	46,500				
		.....	.....	.....	38,500				
					FLORIDA.			KANSAS.		
		Forest	Cattle & Horses	Hogs	Sheep & Goats	Forest	Cattle & Horses	Hogs	Sheep & Goats	
		Florida	.....	6,000	3,000	7,000	.....	.....	.....
		KANSAS.			Forest	Cattle & Horses	Hogs	Sheep & Goats		
		Kansas	.....	11,000	500	.....	.....	.....

Every sheep that goes to your local butcher means just one less to flood the Eastern markets next Fall. We should cultivate the mutton eating habit at home.

Correspondence

February 17, 1912.

To The NATIONAL WOOL GROWER:

I believe very much less than the usual amount of fed sheep wool will be shipped from Nebraska this Spring. The very high price of corn and alfalfa determined most of the feeders to ship out just as fast as possible. Mexican lambs will comprise the bulk of the stuff on hand at this writing, and they are seldom sheared before marketing.

There are no large bunches of stock sheep in the State, but quite an increasing number of small outfits, especially in the western portion. Of course every one running sheep is prepared to feed more or less during the Winter and the extreme cold spell we had during the last half of December and nearly all of January cut no figure in the condition of the sheep. Should say that they are in rather better than ordinary condition and that the wool clip will be strong and well grown.

My reports from Wyoming indicate only an average loss, sheep doing well, and the prospect of an excellent clip, of much lighter shrink than last year, (due to the covering of the range with snow in December and January), well grown and of good staple.

Yours truly,
ROBT. TAYLOR, Nebraska.

February 27, 1912.

To The NATIONAL WOOL GROWER:

Your favor of recent date inquiring as to the prospective condition of the 1912 clip at hand. In reply will say that in my immediate locality we have a better prospect at this time of year for the production of a good clip of wool than for many years. The report also comes from Malheur and other parts of the State that weather conditions have been ideal and that they expect a good clip of excellent quality. It is many years since districts along the Umatilla and Columbia Rivers have had the rain and growth of green feed that it has had the past season, which insures well grown fleeces of less shrinkage than usual.

In most sections a large amount of hay is being carried over in the stack, which is good evidence that stock has not suffered for want of feed.

A few clips of wool have been contracted for by Eastern buyers in Wallowa County at a substantial advance over last year's price; however, most of the growers are holding for higher prices, believing that wool must eventually bring a price equal at least to the cost of production.

Very truly yours,
JAY H. DOBBIN.

Pres. Oregon State Wool Growers Association.

February 22, 1912.

To The NATIONAL WOOL GROWER:

Yours of the 13th just received. I note all you say. The most of the wool in Nevada has been contracted at 14½ cents to 15 cents. I let mine go at 15 cents. Fear I sold too soon. We shall have a nice clip in Nevada this season, both as regards quantity and quality. I have been in California since early in January. I do not know how we have done in raising money for the National cause.

Is there any prospect of lower freight rates? I shall go home in a few days; anything addressed to Stone House will receive prompt attention.

Yours truly,
THOS. NELSON, Nevada.

March 1, 1912.

To The NATIONAL WOOL GROWER:

I am always pleased to receive The NATIONAL WOOL GROWER; I think the information the sheepmen can get from the February number is worth several times the price of a year's subscription.

The sheep have wintered in very fine shape in this State. They went on to the Winter range in good condition and the range was much better this year than last. There will undoubtedly be a very fine clip of wool this Spring; it is well grown and in good condition.

Yours very truly,
PETER CLEGG, Utah.

February 29, 1912.

To The NATIONAL WOOL GROWER:

February issue of The WOOL GROWER just came in and is brim full of interest from cover to cover and I wouldn't take the membership fee for it. Would like to have about three copies and see if I can get some more to join the association.

Will send our assessment in this.

Yours truly,
SHERBINO BROS., Texas.

EFFICIENCY.

The following letter is being sent by sheep owners at Cokeville, Wyo., to all their employees. This is a move in the right direction and should be followed by every wool grower. Efficiency and prosperity are twin sisters that cannot live if separated:

The unfavorable condition of the sheep business generally, and the rapidly increasing cost of practically every item of expense during the past few years, coupled with the not altogether promising outlook for the near future, has brought the wool growers of the whole country to realize that either more economical and business-like methods of conducting the sheep business must be adopted, or many of us will gradually have to drop out of the business.

Dropping out of the business by the ex-

perienced flockmasters does not tend to help the situation in any particular, and is a result most of all to be avoided.

There is a nation-wide movement to reduce expenses in connection with nearly all branches of business, and especially in connection with the sheep business. In many instances, wages are being materially reduced, many of the more expensive articles of living eliminated and all unnecessary items of equipment dispensed with. The object of all of this is, of course, to enable the wool and mutton producers to reduce the first cost of their products so as they can sell them upon the prevailing low markets and have a small profit left for the investment. It, therefore, becomes necessary for each of us to find some way of reducing expenses. We do not want to have to reduce wages. We have in our employ some of the best men that were ever entrusted with a band of sheep, and we would like very much to continue to pay them the present wages until improved conditions may warrant a raise instead of a cut.

Our plan is to call on our good faithful men to help us practice simple plain economy.

We are adopting a simple monthly report and inventory, to be made up at the end of each month by our foreman assisted by the herders and camp movers. This report will enable our men to show to what extent they are willing to help us maintain the present wage schedule, and will afford us a record of each herd and camp that we believe will prove very beneficial to all concerned.

We will make occasional suggestions to our men, by letter, and will appreciate hearing from each of you with full and free discussion of the subjects.

The following are a few thoughts that have come to our attention. They do not necessarily apply to any particular man.

A camp mover for one of our friends recently allowed his horses to get away with leather nose bags on; one of them tried to drink, got the nose bag full of water and strangled to death. The owner now recommends that his camp movers secure sugar sacks when possible, or good grain sacks and fit them carefully for nose bags. We believe his suggestion is good. Horses will as a rule waste less grain when fed in sack nose bags properly fitted, than when fed in the stiff leather bags.

Tubs are sometimes damaged by allowing water to freeze in them, and by piling heavy articles inside of them when moving. This can be nicely avoided by always turning tub upside down at night, and by hanging them on hook on outside of camp when moving.

After a horse has acquired the habit of stealing grain at camp, it is very hard to break him of it, and the habit is very expensive and annoying. We advise that grain sacks be kept under the wagon and

carefully protected by the wagon curtains and by additional means when necessary.

Each camp mover should have a sewing needle, and when a sack of grain is damaged, prompt repairing of the sack may save several feeds of grain.

Four to six quarts of good oats twice per day ought to be enough for your horses when not on the trail, and when the range feed is as good as it is this Winter. Our foreman is a practical teamster, and with his advice, we hope you will all be able to reduce the amount of your grain bill a little, without doing your horses any injury.

Some camp movers use too much coal oil in kindling fires, especially in making fires outside to melt snow for horses. We believe a nice little saving can be made in this item in some cases, without working the slightest hardship on the boys.

When your meat saw gets to "bucking," a new blade is generally all that is needed, and this can be had for 15 to 25 cents.

A couple of rivets will often repair a pair of hobbles, and an oat sack sewed to the lining of a horse blanket will probably make it last the Winter out.

A "stitch or rivet in time" on your harness may prevent a big break down some time when you get stuck in a "wash," and it is so much easier to repair a small weak spot than it is to repair a large break.

When your horse hobbles, axes, etc., are too badly worn to be of further use to you, turn them over to the foreman or commissary man. We can rebuild the hobbles and the old axes are just right to cut brush with at the ranch.

The cost of provisions change with the season. Sometimes the prices of one article is very high during the Winter and reasonable during the Spring and Summer, and vice versa. If you were boarding yourself, you would inquire into the prices, and to a considerable extent you would buy what seemed to be the most reasonable. If you will all co-operate with us in practicing this same natural economy, you will undoubtedly receive your full share of the benefit in the long run. Some day, when you are doing business for yourself, you will appreciate the fact that you were encouraged in adopting some degree of practical economy while working for P. W. Olsen.

This should be an entirely mutual proposition, and we trust that our employees will so understand it. The results we hope to obtain depend to a considerable extent upon the loyal support of each employee, and we have full confidence in your willingness and ability to do your part.

ORGANIZATION.

The flockmasters should organize in every State in the Union. In fact it is important to the industry that there should

be an organization in every county in all of the sheep producing States of the Union. There is no doubt but what the wool buyers are thoroughly organized and this organization can only be met through organized effort on the part of the flockmasters.

Get together, perfect your organization and arrange to concentrate your wool clips. Rent some building and store your wool; put some good man in charge and when you have a good lot of wool on hand ask the buyers to come and look at it. There should be a co-operation between the counties in this work, so that several thousand or hundreds of thousands of pounds of wool can be offered for sale at the same time. In this way you can make it an object for the big buyers to visit your country, and I am sure that it will mean better prices for you. Have a thorough understanding that every man shall put his wool up in first class shape, if he is a member of your organization, and let it be understood that all wool is to be sold on its merits. There is no doubt but what you could in a short time bring about a keen competition for your wool, if it is handled in the proper way. Break up the old system; do not be a party any longer to help keep down the price of wool.

I find it is the custom in many places for a buyer to pay some flockmaster half a cent a pound, or five or ten dollars extra for a clip, with the understanding that nothing is said about this advance. He then tells that he has bought a certain clip of wool for a certain price, leaving out the extra half cent or the five or ten dollars that has been given to one of your neighbors to establish a market price. Don't be a party to this method any longer, for in this way you are helping to depress the market. The facts are you are helping to beat your neighbor. This is not right. Let us be fair and honest with one another and demand the full market price for our wool.

Put up an honest package so that you can look the wool buyer squarely in the face, and when your wool is sent to market see that each bag or each package in some way or other bears your name. Why not make a reputation for your wool, the same as is done in Australia and other parts of the world? We have been so careless in putting up our wool in the past that many manufacturers have got a deep prejudice towards American wool. We must change these conditions and see that our product is put up in a good clean package, as fair and as honest as any package of wool is put up any place on earth. This can best be done through organization. Let us get together. I am sure we will all feel better for it. There is nothing like getting together occasionally and talking over the good things, as well as the bad things in this world. I am sure we will like one another better for it.

Don't forget that this is the age of or-

ganization, the age of concentration, the age of intelligence and progression. Let us be progressive, and build up our industry and demand respect for it, or else let us get out of the business. I object to the sheep men of the West being called "sheep herders" in the sense in which it is used, and the flockmasters of the East "hay seeds." If we will organize and stand together as we should, we will command respect.

Some say that most men are honest. I believe this is true, but a lot of people think there is nothing wrong in a little sharp practice. They lie awake nights to see how to take advantage of the other fellow, and that is just what most of the wool buyers have been doing with the flockmasters. In other words, all over this country there are too many men who are living off of the producers. There is no product in the world so easily handled as wool, and there is no reason why you can't get together and store your wool, or at least have a day in which you can take it to market and arrange to have buyers there who will pay the full market price. The National Wool Growers Association will be glad to help you out; will be glad to arrange to send you buyers, if you will concentrate your wool, so you will have enough to be an object for the big buyers to visit your vicinity, or better still the manufacturers to visit your towns and buy your wool direct. Now, we want to help you, but we can't help you unless you are organized, and we want you to become members of the National Wool Growers Association. Send for a copy of THE NATIONAL WOOL GROWER. Sample copy will be sent free. You will like it. Don't forget that if you subscribe for this paper, you have just as big an interest in it as the President or the Secretary of the Association. THE NATIONAL WOOLGROWER belongs to the flockmasters of this country. It is the official organ of the National Wool Growers Association, and is the property of every member, and one member owns just as much of THE NATIONAL WOOL GROWER as the other, whether he has five sheep or fifty thousand or one hundred thousand. Its one object is to protect and to help build up the great wool and mutton industry of this country. Get together and organize, and let us give the politicians to understand that they have "gotta quit kickin' our industry 'round."

MORTALITY AMONGST LAMBS.

During the season some of the biggest lambs in New Zealand have died, and some experienced farmers suggested that indigestion was the cause, because of the quantity of curdled milk found in the digestive organs. But Mr. A. P. Wilson, of Kalkofiro, Hawke's Bay, attributes the cause of mortality to "wool-ball." He

states that this season he has found seven dead lambs between the ages of three and five weeks, and on opening each he found that the milk was badly curdled, but after stirring the chewed grass, which was mixed with the undigested milk, there was found in each case a small roll or ball of wool, which was very matted and mixed with the food in the stomach. Unless one is very careful whilst making the examination the roll of wool is liable to be overlooked through its being the same color as the food in the stomach. This ball of wool, Mr. Wilson maintains, is the direct cause of the death of the lambs. Some men argue that crutching the ewes very late acts as a preventive, but this is not so, for the big lamb mortality has occurred in several ewe flocks crutched as late as June last.

Mr. Wilson's theory is that the lamb, whilst ravenously sucking its mother, takes into its mouth loose strands of wool around the teat, and in some cases this wool must be taken into the stomach as soon as the lamb starts feeding or nibbling the grass. There is also another way in which a lamb may take this wool into the stomach. All sheep men must have noticed lambs whilst both lying down and standing up quickly turn their heads towards the spot where a sheep tick is annoying them, and bite vigorously at the spot for some seconds. In the course of this wool or skin nibbling act it is only natural that a few strands of wool get caught between the small teeth, and when the lamb starts to nibble the grass this wool becomes detached from the teeth, and consequently is mixed with the grass and both find their way to the stomach, where during the process of digestion it becomes separated from the natural foods and forms itself into a roll, which grows larger day by day, until the digestive organs are unable to perform nature's work.

The symptoms of lambs affected with "wool-ball" are quick, heavy breathing, as well as a tendency to being giddy or dazed, and in the last stages the lamb loses the use of its legs, but will live for hours, although not able to stand; also in most cases the lamb retains its senses right up to the moment, it dies, as it will begin to shuffle its legs the instant one moves or a dog happens to stir.—*Dalgely's Review*.

EXPORTING AT REDUCED RATES.

The economic element of the question of selling abroad at prices lower than those received at home was well defined by Charles M. Schwab in his testimony. February 8th, before the Senate Committee on Finance. Mr. Schwab made no attempt to dodge the issue. He admitted that he does sell steel cheaper abroad than at home and in some instances sells abroad at a loss, but the total sales net him a small profit, not large enough, however, to encourage a manufacturer to de-

pend alone upon such business. He believed this to be good business management because it enables him to manufacture cheaper, since he manufactures in large quantities, which permits him to sell cheaper at home. Furthermore, it is costly to close a factory down, and it would be much better to take an order at a loss than to throw out of order the working mechanism and the crew in the factory.

No better reasons could be asked or given in support of the practice of disposing of the domestic surplus production in foreign markets at reduced prices. It is important to remember, first, that only a very small percentage of the total domestic production is marketed abroad; second, that only a small percentage of the exported surplus goes at prices less than those received at home, while in many cases the export price is larger than the domestic price; third, that every dollar's worth of exports contains a dollar's worth of American labor and material, there being no cut prices in either the material used or the labor employed; fourth, that exports at cut prices enable the manufacturer to keep his plant in operation and his labor employed at full time and full wages, instead of closing the plant and laying off the workmen when the limit of domestic consumption has been reached. In all ways the practice of disposing of a surplus in a foreign market at a reduced price is defensible on economic grounds. It is a practice common to every producing nation. All of them dump their surplus at cut prices. Our protective tariff prevents the operation of the dumping process in our market and keeps our own labor employed.—*Economist*.

WOOL MARKET STRONG.

BOSTON.—Though some of the local wool houses have found the market rather more quiet, others report a very good business, and the total sales foot up to nearly the figures of the previous week. The shipments have been very heavy, and dealers who have been carrying wool for various mills are being hard pressed to ship out the wool as fast as is desired. There is little talk about the effect of the Lawrence strike, as the falling off in the demand from that mill center has been largely made good by an improved demand from other sections. It is estimated that at least 30,000,000 pounds of domestic wool has changed hands since the publication of the figures of the stocks of wool in Boston, January 1st. The keen demand for the wool remaining in stock makes it manifest that all desirable wool will be cleaned up before the new clip is available.

Consequently, the market, though quiet, is very strong, and the undertone is getting stronger every day. This is partly due to the growing scarcity of desirable wool, especially in medium clips, both in

fleeces and territory grades. There is a great deal of interest in medium grades, and but for the strike there is no doubt that prices would be booming, and possibly a runaway market would have developed before this. It is now most emphatically a sellers' market, and would-be buyers are not disposed to haggle over values, being more concerned over the difficulty in getting the wools they need than over their cost.—*Textile Journal*.

It would take a good prophet to tell just what is going to happen in Washington on Schedule K at this session of Congress. From the present outlook I would guess that the Democratic party would introduce a bill similar to the Underwood Bill that passed the House at the special session, placing a 20 per cent ad valorem duty on wool. This bill will no doubt pass the House, but will receive no Republican support. Just what position the Republicans in the House will take is not known at this time. They may offer as a substitute a bill or an amendment based on the report of the Tariff Board, which would have no show of a passage in the House. The real fight, however, on Schedule K will no doubt come up in the Senate and Schedule K may yet prove the real struggle of this session of Congress. There is no doubt but what the Finance Committee of the Senate will have regular hearings on Schedule K and that a fair measure will be offered to Congress based on the report of the Tariff Board. The wise ones, however, predict that no legislation of any kind will pass.

Unfortunately, however, for the industry, the legislation offered by the Democratic party will come right in the height of the wool season, which will have a depressing and demoralizing effect on the market. All this has been explained to our good Democratic friends, and as there is no chance for any legislation to become a law, let us hope they will stand on their record made at the special session and give the industry a chance to get the market value for its product in the present season.

We recently complained to one of the largest woolen manufacturers in the United States about the low price of wool. He said: "Well, why do you sell it so cheap." I was unable to answer.

If you have any good sheep photographs or photographs of sheep scenes, we shall appreciate it highly if you will forward them to this office. We will use them from time to time in the pages of this paper.

The wool market is in your own hands. If you are robbed of your wool this year it will be your own fault; for with the price of foreign wool, it can not be imported unless our own wool advances from 20 to 25 per cent.